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### CONSOLIDATED ELEVATOR COMPANY'S ELEVATOR "E" AT DULUTH.

Elevator E, shown in the accompanying illustration, is one of a system of eight elevators having a combined capacity of over 10,000,000 bushels, which are owned and operated by the Consolidated Elevator Company of Duluth, Minnesota.

The house shown is located on what is known as Rice's Point, and forms the center of a group of three houses lettered F, E and H, respectively, extending from the shore line out in an easterly direction into the bay. Elevator E occupies a ground space of 300 feet in length by 84 feet in width, with power plant and stack on the east end. It has a capacity of 1,200,000 bushels, and contains twenty-four elevator legs, eighteen scales, eighteen ganners and eighteen of the largest size elevator separators. Nine of the elevator legs are arranged as receivers and equipped to receive grain from two unloading tracks, thus enabling eighteen cars to be set at one time and the unloading to proceed without interruption or delay in waiting for a shift of cars. Of the remaining elevator legs nine are used for shipping purposes, four for serving the cleaning machinery, and two for handling the screenings from all of the cleaning machines. The west 192 feet of this plant was constructed in the winter and spring of 1884; and it is the intention of this article to describe only the east addition of 168 feet, with power plant, constructed during 1899.

The construction of this portion was fraught with many engineering difficulties, which were contended with and successfully met. They may be more

readily understood when it is explained that the construction work had to be prosecuted without interruption to the original plant, requiring steam to be brought from the boiler plant in Elevator H to supply the engine during the removal of boilers, brick work and foundation of power house, and also of a brick stack 142 feet high, all of which occupied the property upon which the extension was built. The construction work was carried on over the

the pile foundation was commenced in February and pushed without interruption during the severe cold of last winter, many days of which the thermometer reached as low as 30 degrees below zero. Holes were cut in the ice, which at times was three feet thick, for the admission of piling, which was driven by means of a water jet, the underlying soil being sand. The elevator is a wood frame structure with 105 plank bins, all hopper-bottom and self-cleaning.

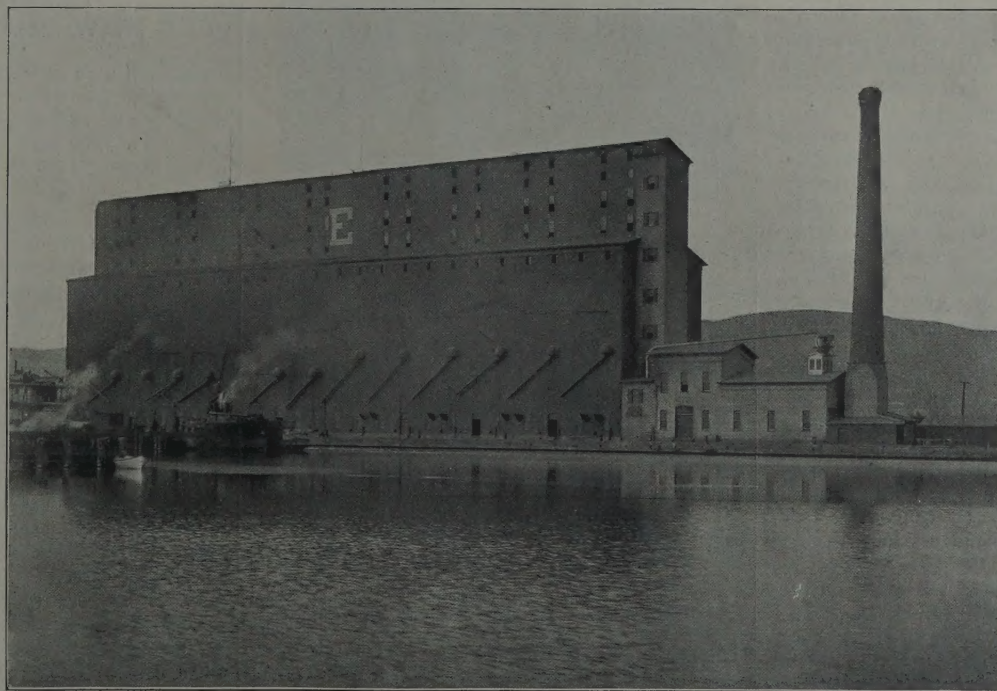
The bin story is supported upon a heavy post and girder construction with all interior columns composed of a group of four posts, side and end columns of a group of three posts and corner columns of a group of two posts each. The bin story is surmounted with a cupola five stories in height supported by columns extending down through the bins and resting upon the frame of first story and provided with slip-anchors, to compensate for shrinkage of the planking, and aprons to retain full depth of bins under varying conditions of loads.

The first story of the cupola immediately above the bins is provided with trapdoors to give access to all of the bins, and

contains only the permanent spouting supplying grain to the bins from the foot of trolley spouts, also a 36-inch belt conveyor running the full length of house and supplying grain to Elevator F, which is used only as an annex to this plant.

The second story contains eight swivel distributing spouts, one serving each scale, for the purpose of distributing the grain from the scales to the storage bins. Upon this floor also terminate the heads of the four cleaning elevators and the screenings elevator, each supplied with a trolley spout of the telescope pattern.

The third story contains eight Fairbanks hopper



Moulton-Starrett Company, Architects, Chicago, Ill.

Barnett & Record Company, General Contractors, Minneapolis, Minn.

ELEVATOR "E" OF THE CONSOLIDATED ELEVATOR COMPANY, DULUTH, MINN.

two tail tracks, which were in constant use serving the original plant, as well as over the engine supplying power for the operation of same. The engine was not removed until the new power plant was in operation, which necessitated the supporting of the superstructure over it on temporary framing and the subsequent removal of the engine and the substitution of the permanent structure, consisting of piling, masonry, foundation, columns, etc.

The foundation supporting the superstructure consists of concrete piers laid in Portland cement and capped with dimension stone, resting upon three courses of grillage capping the piles. Work upon



scales of 1,400 bushels' capacity each, and a steam heated office for the use of the weighmen.

The fourth floor contains eight garnerers of 1,500 bushels' capacity each, supplied with four outlets, which are controlled simultaneously by the movement of one lever. Upon this floor is also located the cupola line-shaft supplying power to the elevator heads.

The fifth, or uppermost, floor of the cupola contains only the heads of receiving and shipping elevators, eight in all, and also a steam heated room for the reception of two steel tanks supplying water to the sprinkler system.

Each unloading sink in the first story of the elevator has a length of twenty feet, and is provided with four shovel machines, so that in a mixed train, consisting of cars of varying lengths, the car doors will be over the sinks and may be unloaded by means of some two of the four shovels mentioned. Cars are handled by means of a power car-puller, arranged to pull on all tracks and supplied with steel cables and a power appliance for overhauling car-puller line.

Appliances are provided for loading cars by means of four spouts, constructed of spiral riveted pipe, each terminating in a bifurcated car-loading spout, made adjustable to accommodate the various heights of cars and capable of loading 1,200 bushels of grain without trimming. Vessels are loaded by means of six dock spouts made of well tubing and supplied with a crane, hand-winch and tackle arranged so that spouts may be easily handled and placed in position for loading from the level of the dock flooring.

The dust from the cleaning machines is discharged into a dust collector for each machine, from which it is gathered by means of a 50-foot double fan and discharged into a collector on top of the boiler room and from there distributed to any one of the three boiler furnaces to be consumed.

The power plant is contained in a fireproof brick structure at the east end of the elevator, and consists of a fore-and-aft cross-compound condensing engine of the marine type, with high-pressure cylinder 24 inches in diameter, low-pressure cylinder 50 inches in diameter and 42-inch stroke, piped with an arrangement of valves whereby either side of the engine may be run non-condensing or condensing, or the entire engine run compound condensing, thus reducing to a minimum liability to delay occasioned by an accident to any part of the engine. The entire floor area of the engine room is covered by an overhead traveling hand-power crane of twelve tons' capacity, the convenience of which can be readily appreciated, in the event of accident, should it be necessary to repair any portion of the power plant. Steam is derived from a battery of three horizontal return tubular boilers, each 72 inches in diameter by 18 feet in length, carrying a steam pressure of 125 pounds. The fireboxes are extended in front of the boilers, being what is known as the "Dutch Oven" type, and are supplied with appliances for forced draft, which may be applied without alteration of setting at a future date, should additional demand be made upon the steam capacity. East of the power house and separated therefrom a distance of four feet stands the brick stack, 14 feet square at the base and 14 feet high with a flue 6 feet in diameter.

Between the power house and the elevator stands the power shaft, constructed of brick with tile roof and containing stairway and passenger elevator to the cupola; also main transmission from engine shaft to cupola line shaft, located on garner floor and extending its entire length, from which power is distributed to various parts of the elevator. All transmissions throughout the building consist of manilla rope.

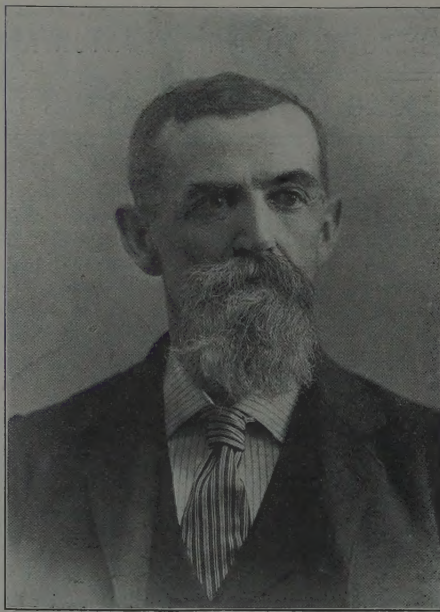
The entire plant is fully equipped with incandescent electric lights, automatic sprinklers and complete system of standpipes with hose and reels, connected to fire pump located in the engine room. The standpipe system is also connected with a system of piping along the docks, so that in the event of fire in any one of the eight houses, water may be supplied from fire pumps in the remaining houses.

### W. H. ROLLER.

W. H. Roller of Circleville, Kan., who was at the late annual meeting re-elected treasurer of the Kansas Grain Dealers' Association, was born in the historic Shenandoah Valley of Virginia. He went West in 1869, settling first in Platte County, Missouri. In the year 1876, however, he removed to Jackson County, Kansas, settling on a farm located three miles north of Circleville, which he still owns. Some sixteen years ago he began business in Circleville, handling general merchandise and grain, which has since been his chief occupation.

Mr. Roller was first elected treasurer of the Kansas Grain Dealers' Association to complete the term for which J. G. Elliott was elected. Mr. Elliott having died soon after his election. Mr. Roller has been re-elected treasurer every year since that time.

Mr. Roller does the largest business in merchandise and grain done in Circleville, and his is the oldest existing business house in that town. As a "side line" he handles live stock and has a breeding stable at Circleville. He is particularly noted locally for his stud of jacks, the breeding of which



W. H. ROLLER, CIRCLEVILLE, KAN.

he has made a specialty for the twenty years he has been in the breeding business.

### MONTREAL INSPECTION OF AMERICAN GRAIN.

Complaint of the Montreal grain inspection has been made recently in a communication from John McGuirk, secretary of the Liverpool Corn Trade Association, to E. Miall, commissioner of inland revenue of the dominion of Canada. The complaint arose from three shipments of corn in November last, samples of which were returned by Secretary McGuirk and characterized by him as containing "an exceedingly large admixture of dust, damaged grains and extraneous matter, and consequently cannot be properly described as 'sound and reasonably clean'—necessary conditions to warrant its being graded as No. 2 Mixed Corn."

To this complaint Commissioner Miall replied that "the department is comparatively powerless in relation to foreign grains shipped through Canadian ports, inasmuch as the Act did not contemplate anything beyond the inspection of the domestic produce of Canada." It appears, furthermore, that the samples on which the complaint was based had every appearance of being merely the sweepings of the cargoes, and in no way compared with the samples in the possession of H. Labelle, the Montreal grain inspector.

The Montreal Corn Exchange Association at a recent meeting considered the matter of the standing of certificates issued at that port by the grain inspector on grain from the United States, and

appointed a delegation to proceed to Ottawa and lay the matter before the government with a view to legalizing the inspection of grain at Montreal. This the delegation did, with the result that the cabinet asked the Corn Exchange Association to formulate what legislation is thought desirable in the case. The Montreal grain inspection as at present conducted is declared by the Association to be as strict and honest as any in the world, and the only change desired is to put the seal of legal approval on it when applied to grain from the United States passing through the port of Montreal.

### EASTERN INDIANA GRAIN DEALERS.

A new association called the Eastern Indiana Grain Dealers' Association was formed at Muncie on April 6, by the election of David Cammack of Muncie as president and J. K. Slack of the same city as secretary-treasurer.

The following gentlemen were present at the meeting: J. S. Hazelrigg of Greenville, Ohio, representing the E. A. Grubbs Grain Company; John S. Huffer of Yorktown; C. E. Malony of Yorktown; David Cammack of Muncie, representing the Cammack Grain Company; L. S. Sparks of Selma; J. K. Slack of Muncie, representing Slack Brothers of Muncie; Aaron Blouse of Muncie, representing the High Street Milling Company of Muncie; Wallace Hibbits, representing Wysor & Hibbits of Muncie; O. Joy of St. Marys, Ohio, representing the Joy Grain Company, and David Stafford of Albany.

The purpose of the meeting was to formulate a plan of action touching the loaning of grain bags to farmers. It was decided, after canvas of the situation, not to loan bags after June 1 next, and members of the Association agreed to put up a forfeit of \$25 as a penalty for violation of the agreement.

Another meeting will be called by the President to be held in the near future.

### THE NEW PEAVEY ELEVATOR.

The perfection of elevator building is said to have been achieved in the new Peavey elevator at Duluth, which is now full of grain, having received its full capacity of 1,250,000 bushels in eighteen days after it was handed over by the contractor to the company.

This elevator is of wood, 100 feet wide, 238 feet long and 185 feet high, and is operated by a 1,200-horse power engine, with vertical water tube boilers. The bins are 66 feet deep. The grain receiving pits, into which wheat is shoveled from the cars, can accommodate five cars of any length without uncoupling and placing any of them—a great advantage over the ordinary arrangement. There are five receiving, five shipping and five cleaning elevators and the cleaning elevators can be accommodated to either of the other uses, thus doubling their capacity. The receiving and cleaning legs have a capacity of 8,000 bushels an hour each and the shipping legs 12,000 bushels an hour each. There are also five 100,000-pound scales, capable of handling the largest cars.

The glucose and starch manufacturing interests of the country have been consolidated with a capital stock of \$100,000,000. The companies combining are the Glucose Sugar Refining Company, United States Glucose Refining Company, and the United States, National and United Starch companies.

Ames, Neb., has begun shipping stover, a new feed product. It is corn fodder shredded and compressed. It is cut in the field in August or September, with a machine that binds the stalks as it cuts them. Then, when thoroughly dried out, the whole mess is run through a shredder, which shells and separates the corn and cobs. The stalks and blades are shredded up into little bits, said to be just the right stuff for cattle and sheep, very nutritious and digestible, for the juices of the stalks are in them yet. It is put up in a round bale.



### THE THIRD ANNUAL MEETING OF THE KANSAS GRAIN DEALERS' ASSOCIATION.

The first annual meeting in the parlors of the National Hotel at Topeka, the second annual meeting at Lincoln Post Hall, the third annual in Representative Hall at the state capital. Such is the history of the progress of the Kansas Grain Dealers' Association.

When President Cortelyou called the meeting to order at 3:45 p. m., March 14, there were about 150 dealers present, which number was considerably augmented by new arrivals before the end of the two days' sessions.

President Cortelyou introduced Major Tom Anderson, president of the Commercial Club of Topeka, who, in behalf of the citizens and business men of Topeka, gave the dealers a warm welcome to the city.

The response was made by P. F. Lucas, who spoke about the rapid progress made by the Association and alluding to the character of Rev. Sheldon's paper, edited during the week, said that Jesus would not have given a warmer welcome than had the people of Topeka through their spokesman, Major Anderson.

President Cortelyou read the annual address as follows:

#### PRESIDENT'S ADDRESS.

Gentlemen: The great cycle of time in its increasing roll has checked off another year, which now is no longer a part of the future, but belongs to that past which goes to make up history. The year since last we met in our regular annual meeting has been a wonderful one in the rapid kaleidoscopic changes of current events, that will go down into the past as very important history. In its events we see that infallible rule, "The survival of the fittest," and its trend is onward, toward the more distinct and complete, the higher plane of civilization.

The Kansas Grain Dealers' Association is one year older and has made its third year of history, and not only of history, but of experience as well. We all know that it is the wise man who profits by his mistakes. That is what makes experience the valuable teacher it is, and this Association of ours has surely been more of a success this last year through the experiences of former years. As your president I am glad and proud to say that we have made the best record of any year of our existence.

Gentlemen, we are met here under most favorable circumstances, in our third regular yearly meeting for the transaction of business. This is the important meeting, the one in which you close up the past year's business, and outline the new. You, the members of this Association, are here to dictate the policy of this Association for the coming year, and we hope you will do this work well. Has the policy of this Association for the past year been satisfactory and will you continue it? are questions for you to decide. Your official board has given careful thought to its duties, and has faithfully striven to make the Association the success that it is entitled to. We are egotistical enough to think we have succeeded. We think the actual results have proven it, and measuring that success by dollars and cents, we feel proud of our work. We know this Association is appreciated just as it has made money for its members. In this age we lay sentiment aside and measure values by dollars, and I am sure you have appreciated the Association's work, in this particular, this year.

In the first place, our system of check-weighing in Kansas City has been an actual money saver. During this year we have established causes for shortages that have been so self-evident that we have been able to collect claims for our members in excess of the cost of service.

Again, the rooting out of the illegal element of the country grain trade has resulted in much profit to our members, and in other ways that can hardly be mentioned in this address, we have made good hard dollars for our members. And you will find it a very notable, yet a well substantiated fact, that our country elevator property is to-day worth from 25 to 40 per cent more than it was a year or so ago.

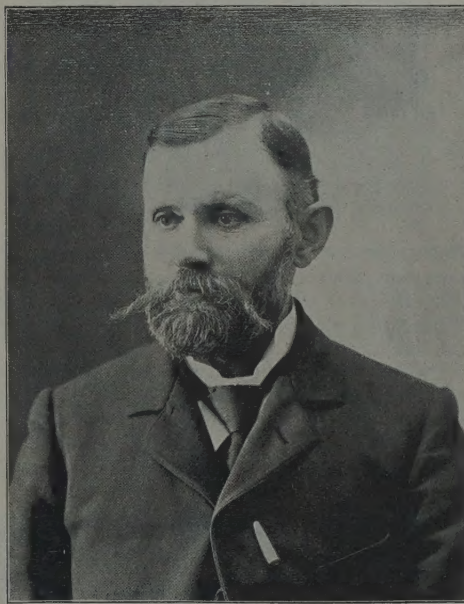
The past year has witnessed no great changes in this Association of ours, yet some important events can be recalled. In March last the Kansas City Board of Trade introduced and carried a resolution which caused the withdrawal from our Association of all members of the Board of Trade who were members with us, thus withdrawing that much of financial support, as well as cutting down our membership list some fifty names. Regarding this, as we did at that time, as a great loss, in the light of subsequent events we deem it a very small loss, as compared with what we have gained. We to-day stand untrammelled by any outside influence, a Kansas Grain Dealers' Association, organized by itself, of itself and for itself. We stand on that broad plane of independence upon which such a progressive and representative association as this of ours ought to stand, and without fear or favor we can demand a just and full recognition from all of what we deem our rights.

We are one year older as an association. Are we one year wiser? If not, we have not lived up to our privileges. If the past has brought no lessons to us that can be of benefit to us in the future, then we are existing only, not living, growing, expanding as we should. But we have grown—grown in numbers, and, what is more to our advantage, we have grown in power, pres-

tige and influence. Even a year ago, as an association we were nothing if not progressive and active, and considering our newness, having only been in existence two years, we were strictly up-to-date and proud of our position. But this year has added to our experience and wisdom and broadened our influence, until to-day we unitedly stand in the foremost rank of associations of our kind.

The detail of the work can best be and will be explained to you by our very worthy secretary. But in a general way I can say that our work this year has been along the following lines: We have endeavored to maintain our very excellent system of check-weighing in Kansas City, which was organized a year ago last November. The maintenance of this at one time seemed a very serious problem, and we felt forced to abandon it on account of lack of funds to support the bureau, but the protests were too numerous and loud, and we had to devise and put in operation the same plan under which the inspection department is operated, which is this: When a deficiency exists on account of light receipts of grain, collections are divided pro rata among our employees until such time as the revenues shall create a surplus sufficient to pay all in full for services.

Gentlemen, had this check-weight system been the only work of our Kansas Association, we surely had not lived in vain. There is no system that can always absolutely guarantee correct weights, but our method comes as near to perfection as is possible, and one has only to compare present weights at Kansas City with weights before our Bureau was opened to fully appreciate the present system. Our system needs one thing to make it a more complete success. This



L. CORTELYOU, PRESIDENT MUSCOTAII, KAN.

it has always lacked. If all shippers would send in their shipping notices, our work would be very much more satisfactory to the country shipper, as well as to our Bureau. You will be surprised to know that of all the shippers to Kansas City, only about twenty send in shipping notices regularly. Many send in notices occasionally, but only these few regularly.

Again, we have maintained throughout the year the practice of holding local meetings at different points in the state, and from the results attained we must heartily commend this part of the work.

We have also come more this year than ever before to closely draw the lines in favor of the legitimate country trade, and the scalper is almost obliterated.

There are other details of our work that can hardly be touched upon in this address. Suffice to say that we have an association that is supported and maintained for the benefit of our members, and the worth of it can be appreciated only by those of our members who keep closely in touch with association work and use the Association whenever they need help in any line of their business.

We feel sure, gentlemen, that the past year has been a prosperous one to our Association, as well as to the country dealers, the membership of our Association. And whatever fears the organizers of this Association had in the past as to its ultimate success must now be forever stilled. We are far beyond the experimental stage, and are now thoroughly acquainted with our needs, thoroughly equipped for our work, and thoroughly entrenched in our position.

Gentlemen, this grand old state of Kansas, birthplace of many, and home of us all, blessed with its wonderful natural resources, and crowned by the push, life and aggressiveness of its people, takes foremost rank in the great commonwealth of this glorious Union of ours, and we as an association have followed the examples set before us, until to-day we all are proud of the fact that we are Kansans and members of this Kansas Grain Dealers' Association.

Secretary Smiley read the minutes of the last meeting, which were approved as read.

H. Work of Ellsworth read a paper on "Objects to be Accomplished by our Association."

President Cortelyou: The subject is open for discussion.

H. J. Dffenbaugh: I think it would be profitable to postpone discussions of the various papers until this evening, as some of these topics may be touched upon again in papers to come later.

H. J. Dffenbaugh read a paper on the subject, "What Constitutes a Successful Grain Man?"

H. G. Kaill, of the U. P. R. R., spoke of the advantages accruing from the harmonious working of the shippers and the railroads.

F. M. Miller spoke upon the successful grain man and gave emphasis to the fact that the successful man should not abuse his credit by taking time when not necessary. Then should a time come when it was necessary to secure credit his former good reputation would be of inestimable value.

C. F. Ingersoll: I live in a town where we have a good mill and ship only the surplus wheat. I do not think when the miller is not a shipper that it is necessary to take all the grain.

A. C. Plomb: I think we should meet the miller on equal terms. I am willing to take my chances on their generosity as to what is right and wrong between man and man.

M. Hancock: I find that a good many millers want to get all the grain and do shipping also. I generally let them have the best wheat.

S. B. Carter: We are on friendly terms with the millers, but as this is a grain dealers' association I do not see that it is necessary to come into too close relations with them by admitting them to our Association.

Secretary Smiley: I find that there are a number who are both millers and grain dealers in the state. I insist that when you can get a miller or a grain dealer in the Association you can do more with him than if he was outside the Association. By keeping in close touch with millers we can get them to buy of grain men instead of sending out buyers.

S. B. Carter: The millers' and grain dealers' needs are not the same, and I think we should have two associations. I think, too, that the railroads ought to pay us something for storage room. Often we cannot get cars and are obliged to keep the grain in store. Then if the price goes down we are out of pocket with no remuneration.

F. P. Lint: Are there not two sides to this question? If you got a rental you might pay it to the farmer. Would it benefit us more if the railroad would work this rebate through the commission houses, thus allowing us to pay more for grain and crowd out the scoopshovel man? These men are coming in whenever they get a chance. Just a thought on a clean bill of lading: A scalper fears a shortage. If he can load his grain and get a clean bill of lading he knows that he will have no shortage. The regular shipper ought to be able to market his grain without any fear of shrinkage.

J. B. Wooster: We have had trouble at Home City all winter from track buyers bidding irregular dealers. I think we should pass resolutions to deal in a proper manner with all who bid irregular dealers.

Secretary Smiley: I think there is just one way to get rid of the irregular dealers. I do not believe that the railroad companies are obliged to furnish cars to these irregular dealers, and think they should charge demurrage. If we can get the railroad companies to charge demurrage and instruct their agents not to furnish cars to anyone on the simple statement that they have a car to load, that it would help the regular business. Agents should tell these scoopshovelers that they must have the grain in sight in order to secure cars. A committee should be appointed to take this matter up with the railroads.

Mr. Work: If the railroads would give us a cent a bushel storage I will admit it would find its way to the farmer, but it would give an advantage over the scoopshovel man.

H. G. Kaill: We have an understanding with the Sante Fe and the Rock Island roads that grain must be in sight before they will furnish cars. By "in sight," I mean it must be in the elevator or in some other building within the corporation limits.

A. H. Bewsher: The State Board of Transportation in Nebraska holds that grain bought in the



country means "in sight" and the railroads must furnish cars.

N. B. Hieatt: The Missouri Pacific has sent out a circular ordering its men to receive no grain unless it is "in sight." Nevertheless the agent is on the throne. I have had the agent say to me when I asked for a car: "Well, I have a car for a track buyer and must hold it forty-eight hours." After the expiration of this time, if the track buyer hasn't taken it I get the car. I think the grain should be ready to go into the car when it is ordered.

Mr. Roller moved to adjourn until 8 p. m.

#### EVENING SESSION.

F. P. Miller explained the working of his automatic weighing system, using a chart to show that on 120 cars weighed over scales, the terminal weights agreed within a few pounds of the measured contents.

President Cortelyou appointed the following committee on resolutions: A. T. Rogers, chairman, Beloit; Geo. H. Hunter, Wellington; H. J. Dffenbaugh, Washington.

T. L. Ewan of Topeka read a paper on "Overdrafts on Shipments."

Secretary Smiley asked if Kansas City Board of Trade members settled claims that were due Kansas grain dealers.

L. B. Young said he had \$2,500 worth of claims against members of Kansas City Board of Trade, which he was unable to collect.

P. F. Lucas: All such accounts can be settled by the arbitration committee of the Board. Any member who refuses to settle according to that decision will be expelled.

A. H. Bewsher of Nebraska gave an address on the work of the Nebraska Grain Dealers' Association.

A paper on the subject, "How Can We Secure Correct Weights at Terminal Points?" was read by O. A. Higgins.

Mr. Miller: We all know that if you build an elevator for hopper scales you must elevate your bins. A warehouse can be built cheaper and my system put in use much more economically.

N. B. Hieatt: According to my ideas an elevator should have a hopper and hopper scale.

J. T. White: I was much interested in Mr. Higgins' paper, but the law referred to is unconstitutional inasmuch as the title "A Bill to Protect Shippers of Grain, Hay and Seeds," does not explain what they are to be protected from. According to the Kansas statutes the intent and purpose of the law must be clearly set forth in the title. I think, however, that the law referred to should be reenacted.

Secretary Smiley read a paper prepared by Mr. Latshaw of Wilson on "How to Best Advance the Grain Interests."

T. L. Ewan said that all their contracts provided for 100 pounds dockage. On an inquiry from Mr. Higgins as to why the receivers took this, he replied it was customary in order to meet competition.

A. H. Bewsher: I found that the custom of 100 pounds dockage originally started with the dockage of four pounds on every 1,000, or 100 pounds to the car, to prevent shrinkage at the elevator. It is on the same principle that the elevator man takes ten pounds from the farmer. I found that there was a law against taking 100 pounds.

T. L. Ewan said that in the Northwest it was the custom to shrink grain. The inspectors state the amount of dockage and the grain is subjected to it for the dirt it contains.

A. H. Bewsher: Dealers north of the Platte arrive at the amount of dockage by taking sixteen ounces of wheat and running it through a sieve. By reweighing they get the percentage to be docked. They do not pay freight on dirt.

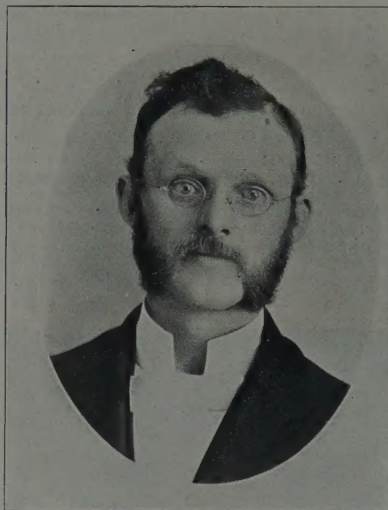
W. S. Washer: The uniform dockage at St. Louis is four pounds per 1,000 pounds.

N. B. Hieatt: I can weigh on my scale as close as two and one-half pounds. If a wagon load comes in weighing 1,647½ pounds I call it 1,640. I weigh out on an even balance.

A. C. Plumb: A few years ago we wrestled with

this question. We had a good hopper scale and knew just what we were doing. A fire came and burned our scale. Now we don't know what we have, but are just as happy.

L. Cortelyou: It is not surprising that there should be a difference in weights with different scales, and while we object when we have short weights yet we never say anything when we have an average. How often are scales in the country tested? The fact is that scales vary, yet terminal elevators which return poor weights should be

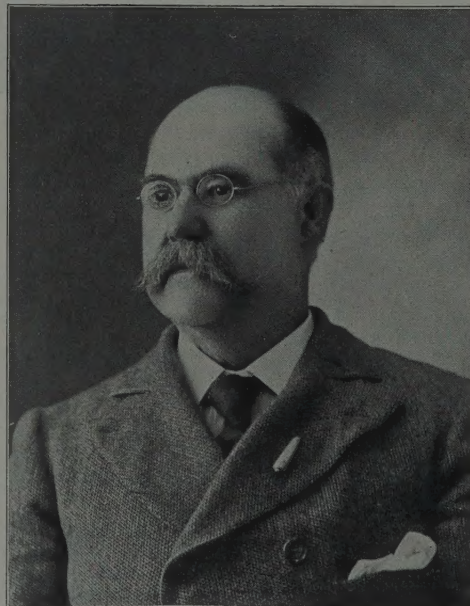


E. J. SMILEY, SECRETARY, CONCORDIA, KAN.

avoided. I have thought of the plan of having a competent man come from Kansas City and go along the line testing scales. The expense would be light for all and our scales would be kept in condition.

A Wangerein: We test our scales by weighing on the wagon and then on the hopper scales. We get better weights at Galveston and Memphis than at Kansas City.

J. T. White: I have had weights on corn bought



N. B. HIEATT, BOARD OF DIRECTORS, WILLIS, KAN.

in Nebraska agree with mine, but on arriving at Kansas City there would be a shrinkage.

I. M. Yost thought that the use of track scales would solve the short weight problem and also give railroads their proper freight.

J. T. White: I see that the millers when in session passed some very good resolutions. I believe that unless we guard our interests closely the time will come when line houses will control the elevators and we will be forced out of business.

Mr. Smiley moved that the chair appoint a committee of three members to confer with a like committee from the millers' association regarding affili-

ating together, but each association to preserve its identity. The motion was carried.

On motion of Mr. Work, adjourned.

#### THURSDAY MORNING.

President Cortelyou called the meeting to order at 10 a. m., and announced the following committee of three members to meet the committee from the millers association: Y. Hutchinson, O. A. Higgins, H. Work.

Secretary Smiley read his annual report as follows:

#### SECRETARY'S REPORT.

Mr. President and Gentlemen: In preparing this, my third annual report, I decided not to weary you with a long report as we do not consider it necessary, from the fact that practically all of you have attended the local meetings that have been held throughout the state for the past year, and through this medium have kept in close touch with what was being accomplished.

I presume you are all aware that we have entered the fourth year of our existence as an organization. At our last annual meeting, held in this city, January 10 and 11, 1899, we demonstrated, not only to the satisfaction of our membership, but to the grain trade at large, our ability as an organization to enforce the reasonable demands we are now making for our own protection. Not until that time were the different boards of trade throughout the country fully aware that we were determined at any cost to drive the irregular, irresponsible, transient scoopshovel man out of the trade. Many members of the Kansas City Board of Trade, fully realizing that they could not longer solicit and handle the trade of the irregular dealers, on February 28, by an overwhelming vote, passed a rule, which no doubt all of you are familiar with, preventing any member of said board from holding membership in our organization or other organizations of like character, and further prohibiting them from contributing anything to the support of such an organization, notwithstanding the fact that they were represented in our last annual meeting and our expenditures were based on our membership at that time. After their withdrawal from the organization they folded their arms and predicted the speedy downfall of our organization, and to-day stand aghast because we are still in existence as an organization. After their withdrawal I received communications from our members in all parts of the state deploring the fact of their withdrawal from our organization, fearing that we could not keep up an organization without the support of these people. One year has elapsed since this occurred, and it is certainly gratifying to our membership to know that our enrollment to-day is larger than it was one year ago, notwithstanding that our list one year ago included sixty or seventy members of the Kansas City Board of Trade. For a great many of the members of the Kansas City Board of Trade, I am fully satisfied that our members have the kindest feeling, and give them a liberal share of their patronage, but for the class that solicits trade from the irregular scoopshovel man and handles his consignments, words cannot express our contempt.

This brings up a question that has been discussed at every meeting we have ever held and no definite action taken, "How shall we treat the concern that handles the consignments of irregular dealers?" The Iowa and Nebraska associations within the past year have met this question squarely, and their members flatly refuse to do business with any concern that handles consignments from irregular dealers. Why should we not do the same? Gentlemen, this question is up to the members of our Association and the regular grain dealers of Kansas, Nebraska and Oklahoma. In my opinion we need have no fears in adopting the policy adopted by the associations in our sister states.

Following the plan adopted by the Nebraska association of organizing the state into local districts, soon after our last meeting we organized seventeen local districts in different parts of the state, and, with the exception of three divisions, they have been well attended and much good work has been accomplished. Owing to the light crop of wheat in the southwest part of the state, it was thought advisable to abandon the Coffeyville and Chanute divisions until another year's crop was raised. It is unnecessary to dwell on the work accomplished at these meetings further than to say that it is practically the only way to bring the dealers that come in direct competition with one another together, and unless they get together and arrive at some understanding as to what margin of profit on which they will handle grain, there is no profit in the business. We contend that there is only one way that the grain business can be successfully and profitably conducted, and that is by a division of the grain between the dealers operating in a town, specified in writing and signed by all parties interested. Show me a town or community in the state of Kansas that is handling grain without any agreement between the dealers, and I will venture the assertion that instead of the dealers having a fair margin of profit they are doing business at an actual loss. There is no reason for dealers doing this, and the sooner they make up their minds to do business on business principles, as practically all other lines of business are conducted, the better off they will be. I stand ready at any time to lend my assistance in arranging a division of the grain between you and your competitors. Many of the dealers throughout the state within the past year have adopted this plan, and the fact that elevator property has advanced in price at least 25 per cent is evidence that the plan mentioned is a success.

It is quite noticeable that a very large per cent of the grain dealers cannot stand prosperity. Just as soon as they find that the business in their town shows a fair margin of profit on their investment then they want to branch out and in many cases erect plants in towns adjoining them where the business will not justify an additional elevator. This may be accounted



for by the fact that general prosperity has spread over the entire country and the expansion idea has taken possession of all classes of business men. I would caution you, however, to be careful about investing money in elevator plants and elevator machinery at points where there are two or more elevators already located. There are comparatively few points in the state of Kansas that will justify the expense of maintaining more than two elevators.

At our last annual meeting all of our members were requested to report to my office (giving car number and initial) all cars not in condition for the transportation of grain. I made special mention of this in circular sent out to our members soon after our last annual meeting, and from reports received soon after, I considered that almost the entire equipment of all the western roads was not fit for the handling of grain. We made a record of these bad order cars as reported and immediately notified the general freight agents of the western roads and quote you from one of the replies received: From H. C. Brown, Asst. Gen. Frt. Agt. of the N. W.: "We are thankful to you for calling our attention to cars mentioned in your favor of the 25th ult. These cars were immediately ordered to the shops by our superintendent, and while the damage referred to on several cars turned out to be somewhat slight, I am pleased to advise that they have been thoroughly repaired and there will be no possible chance for leakage of grain from the cars mentioned should they be used for that service in the future." Without a single exception all the bad order cars reported were immediately retired from the service until repaired, and it is our opinion that all the western roads have taken out of service all cars not fit for handling grain. We have had only three reports of bad order cars the past three months and have concluded that nothing but proper equipment was tendered for the loading of grain. From personal observation we believe the equipment now tendered shippers for the handling of grain is far superior to what it ever has been in the past. If you find cars not fit to load with grain, we trust that you will notify us at once, and we will endeavor to have same repaired promptly. Under no circumstances should you accept bad order cars for loading grain, but if you do, always call the attention of your local agent to same, then should a loss occur in transit you will have proof that will be of assistance to you in collecting your claim.

We are pleased to announce that many of the dealers throughout the state the past year have placed hopper scales in their houses, and now they know the exact amount of grain they load into their cars and are in a position to verify their weights by a sworn statement if necessary. While we know that there has been a great improvement in weights at terminal markets the past year and especially at Kansas City, we are free to admit that there is still room for improvement, but, as Mr. Consley, supervisor of weights in Kansas City, will enlighten you upon this subject, I will pass it by.

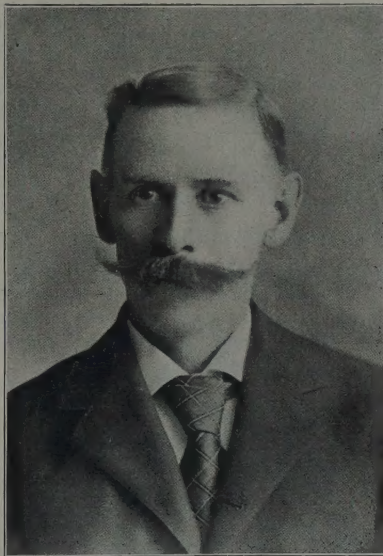
The complaints received and filed in our office the past year are classified as follows: "Short Weights at Terminals," "Complaints of Receivers Handling Consignments and Soliciting the Business of Irregular Dealers," and what we term "Uncommercial Conduct on the Part of Country Shippers in Refusing to Recognize the Rights of Their Competitors."

Of the first we will make no mention. In reference to the second I will say that if the transportation companies can be induced to enforce their demurrage rules at all stations with the increased capacity of all cars, we believe the scalper would be forced out of business. I have had this matter up with several of the general freight agents of the western lines, and they tell me they are enforcing their demurrage rules, but we have reason to believe they are mistaken. Again, if all members of our Association would refuse to do business with concerns whom they know are handling the business of irregular dealers and would let them know their reasons for refusing to do business with them, they would soon be out of business. We have kept you advised the past year of the names of the concerns that have handled this business, and we do not believe that a single member of our Association can consistently do business with one of them. I would recommend that our president appoint a committee of three to wait on the general freight agents and traffic managers of the western roads with a view of securing their support in this matter. If this meets with your approval I would suggest that this committee be also instructed to bring up the matter of agents ordering cars for parties not having any facilities at points where there are elevators. You are aware that several of the western roads have issued instructions to agents not to order cars for parties unless they have the grain on hand "in sight" at time cars are ordered. We believe that the traffic managers of the western roads would much prefer to furnish empty cars to elevator men in preference to scoopshovel men, and we believe that a committee of influential men could succeed in having the rule better enforced by the roads that have issued such instructions and succeed in having other roads issue such instructions.

A few of our members within the past ninety days have requested and urged me to take some action with a view of securing a lower rate on grain. This I have refused to do for the reason that I did not think it was our fight, and if we should precipitate a fight we would be the losers. I find, however, that most of the parties urging this were prompted to do so by Kansas City commission men. After hearing this I at once notified all such parties that we had more than we could attend to in endeavoring to prevent Kansas City commission firms from handling the business of scalpers and irregular dealers. Were the grain men paying the freight it is possible that they might have some cause for complaint, but as the producer and consumer pay the freight we do not think we are called on to fight their battles and by so doing incur the ill will of the transportation companies. Bear in mind, gentlemen, that if you expect favors you should not show a disposition to antagonize the interests of those granting them. As the producers in this state have always shown a disposition to antagonize the Association from the time it was organized, we do not feel that we are under obligations to them in the least, and should we take

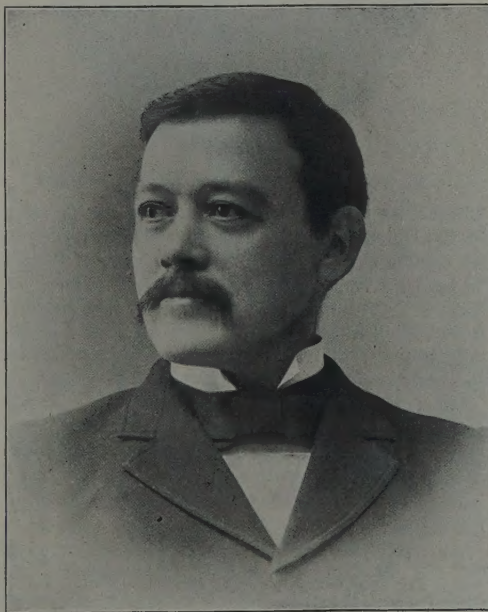
this matter up as requested and succeed in having rates reduced they would receive all the benefit and it would hardly be appreciated. That we are receiving favors from the transportation companies, no one can deny. Both the Missouri Pacific and Rock Island roads have issued circulars to their agents not to furnish cars to scoopshovel men when needed by elevator men, and I believe there are a number of men present here to-day that have had no cause for complaint along this line since this order was issued.

Now, regarding farmer shipments. From the fact that we hear of comparatively few farmer shipments we are led to believe that they much prefer to sell their grain at home than to take the chance of shipping it,



H. WORK, BOARD OF DIRECTORS, ELLSWORTH, KAN.

and at points and neighborhoods where there is no dissension among the local dealers you do not hear of farmers shipping their own grain with one or possibly two exceptions, where they have shipping associations. I wish to caution the dealers against allowing their postal card bids to lie around their offices giving everyone an opportunity of knowing just what you are receiving for your grain. These bids as soon as received should be placed in a drawer or filed away. We do not think there is any necessity of dealers keeping the farmers in ignorance of the work of our Association, and we believe you had better advise them when



GEO. H. HUNTER, BOARD OF DIRECTORS, WELLINGTON.

questioned regarding the Association, that the Association is directly benefiting them, which it is.

It is often amusing to see the way some dealers act when I walk into their offices unexpectedly. They apparently are fearful of my saying something that will disclose my identity and usually show undue haste in taking me out to inspect their plant or show me the town. I am always careful about introducing any subject that might disclose my identity as representative of the Kansas Grain Dealers' Association, and at all times respect the wishes of those who prefer to keep secret from the farmers the objects of the Association. However, I am of the belief that if they knew more of the Association and the benefits to be derived through it, there would be less talk of legislation aimed to drive us out of existence.

Quite a number of our members view with alarm the building of new elevators by what are commonly

called "line people," and I fully expect this question will come up for discussion at this meeting. Now, I know of no way that we can prevent this, and what cannot be helped must be endured. We think, in a number of instances, they have used very poor judgment in locating houses at points where there were more houses in operation than the limited territory would justify, but you need not think they will drive you out of business, as with hardly an exception they are good competitors and have expended their money expecting a fair return on their investment, and as they are at a greater expense in keeping up their houses than the local buyer, and many times employ men without experience, who are not able to judge the different grades of grain, they consequently meet with many losses that the local dealers steer clear of. I would like someone here to-day to suggest a plan whereby all of these line houses could be induced to help support the Association in a financial way. There are to-day only two line companies that are paying to the support of the organization more than one of our members who has only one house, and we are very sure they derive as much benefit from the organization as our own members. I hope someone will suggest a practical plan whereby they can be induced to contribute to the support of the organization.

Early last season we made crop report of the condition of wheat in this state from reports solicited from our members, and mailed copy of same to each one of our members with the request that if same was appreciated and they desired a continuance of such reports to so advise by return mail. As only about twenty replies were received, we concluded that it was not appreciated and made no further effort to continue it. I would like to hear from you to-day regarding this.

We have received some complaint the past season with respect to the inspection of grain at Kansas City, and have invited the chief inspectors of grain of both Missouri and Kansas to be with us at this time and answer for themselves. It is a conceded fact, however, that owing to the poor quality of wheat produced in Kansas last season it was a difficult matter to satisfy buyer and seller.

Several of our members favor having the secretary's office located near the central part of the state, and owing to the fact that it is a very difficult matter to cross the state by rail from north to south we believe it is advisable to make the change.

There has been no general meeting of the Association for over one year, local meetings being held instead. Does this meet with your approval? Had we better continue these local meetings instead of trying to get members out to attend quarterly or semi-annual meetings, or should we hold local meetings and also semi-annual meetings?

I have attempted in this report to show you what has been accomplished the past year and have offered some suggestions for your actions to-day for the coming year. We to-day have a live, progressive association, and with the same support from our members the coming year that we have had in the past we can assure you that our organization will stand at the head with other like associations. We should have every regular grain dealer in the state a member of our organization, and we are at a loss to understand why they have not identified themselves with the organization, as certainly every dealer in the state has derived material benefit from it.

As evidence of our prosperity as an organization let me cite you to the fact that three years ago the coming month our Association met here in Topeka, and at that time we secured ample room to accommodate all in the parlor of the National Hotel. Last year we occupied a small hall in this city, and this, our third annual meeting, we meet in Representative Hall, and presume we establish a precedent by so doing. Now, will we allow this Association to retrograde in any particular? If you were to allow this Association to go down for lack of support, how long would it be until the grain trade would be in the same deplorable condition that we found it a few years ago? When you return to your homes, do not forget that each one of you individually owes to the Association a debt that you can pay only by giving it your entire support. If things don't go as you like them to or you should meet with a loss at some terminal market, don't cuss the Association and write to the secretary that you will pay no more dues for the support of the Association, but state the facts to the secretary, and he may be able to help you out of the dilemma.

At the close of our afternoon session many of us will take the special train for Galveston (and I am sorry that every member of the Association is not going on this trip) and at Fort Worth will be joined by thirty members of the Texas Grain Dealers' Association, and we trust that every one of you will conduct yourselves in a way becoming members of the Kansas Grain Dealers' Association. While we are assured the freedom of the cities in which we will stop and we understand the police force of the different cities will have instructions to study astronomy during our visit, bear in mind that the badges you wear would indicate gentlemen of refinement and sobriety. As many of us will be accompanied by our better halves this word of warning is probably unnecessary. I trust you will all enjoy this trip and return to your homes determined to make our Association a greater benefit to each member of the Association the coming year than it has been in the past.

The secretary's financial statement showed balance in treasury, Jan. 1, 1899, \$95. Receipts during year, \$3,340.16; expenditures, \$3,470.51, leaving an overdraft of \$31.83.

Mr. Diffenbaugh moved the secretary's report be adopted. Carried.

M. H. Roller, treasurer, read his report, corresponding to the secretary's financial statement, which was adopted.

A. E. McKinzie, chief grain inspector of the state



of Kansas, made his report on the "Kansas Inspection Department."

An address was made by W. S. Washer, Atchison, on the subject, "Competition."

W. W. Price gave a talk on the subject, "Overbidding."

The "Gulf Outlet" was the subject of a paper by George H. Hunter of Wellington.

G. N. Consley, supervisor of weights for the Association at Kansas City, gave his report, which was accepted as follows:

#### G. N. CONSLEY'S REPORT.

From Jan. 1, 1899, to Jan. 1, 1900, our department checked a total of 30,847 cars. The condition of cars on arrival at elevators during this period shows some improvement, the number of leaking cars being 5,628, or 18.15 per cent, against 25.25 per cent, according to my last report.

The leaks are classified as follows: Grain door, 2,398; drawhead, 1,140; loose siding, 1,379; floor, 222; corner, 209; over top of doors, 115; kingbolt, 97; miscellaneous, 50. Twenty of these cars were partially wrecked and sixty-eight were unfit to load with bulk grain.

From January 1 to March 1, 1900, we checked 2,870 cars, of which 428, or 15 per cent, were leaking.

You will note that more than one-half of the total number of leaks are at grain doors. This is, in nearly every case, the fault of the party cooping the car. There is really no excuse for leaky grain doors in the absence of a wreck.

Financial Statement: Balance on hand Jan. 1, 1899, \$43.82; collections from elevators, \$7,634.25; E. J. Smiley, Atchison account, \$12.44; J. K. Davidson & Co., account Parsons' deficit, \$115.58; loan from board of trade, \$311; donations, \$30; interest on deposits, 58 cents; total, \$8,147.67.

Expenditures: Salaries, \$7,410.12; office rent, \$260; telephone, \$90; printing and office supplies, \$225.39; Fairbanks-Morse Co., \$4; rebates, \$77.50; balance Jan. 1, 1900, \$80.66; total, \$8,147.67.

Supplemental Statement: Balance Jan. 1, 1900, \$80.66; collected from elevators, January, \$335.50; collected from elevators, February, \$382; deficit, \$2.24; total, \$800.40. Total expenses January 1 to March 1, 1900, \$800.40.

Ten per cent of all salaries for January and 15 per cent for February, 1900, are unpaid. There are no outstanding bills aside from balance due on salaries. Our office and phone rent is paid to April 1, 1900.

Does It Pay? By referring to your secretary's Circular No. 8, issued under date of December 27, 1899, you will find that during the last six months of that year, there was collected and paid to shippers \$5,700, through proof furnished by our department. The total cost of maintaining the check-weight bureau for the six months referred to was \$4,555.87. Since January 1, the total cost of maintaining our bureau has been a trifle more than \$800. During this period we have made collections and settlements for shippers amounting to more than \$1,150.

Collections might have been made for many more shortages if the shippers had kept our Kansas City office better advised. Of the 30,847 cars looked after by our department during the past year, we had advices from shippers on only 1,943 cars; we had advices from receivers on 5,531 cars, leaving 23,373 cars of which this department had no advices, except such as came from shippers who had received a short weight, and in many instances this advice did not reach our office until from thirty to sixty days after the cars on which complaint were made had been weighed. Of the cars on which weights were reported by receivers, 29 per cent were short more than 300 pounds each, while of those reported by shippers 22 per cent were short more than 300 pounds each. A large per cent of these last shortages was adjusted before returns were made to the shippers and many others were adjusted later.

I have repeatedly requested the shippers to keep in closer touch with our Kansas City office, but from some cause they will not do so. In proportion to shipments received at Kansas City, I have had a larger per cent of advices from Nebraska shippers than from Kansas shippers.

During the past year a number of irregularities have been located and wholly or partially removed. Our Bureau is in better position to-day to do efficient work than it has ever been.

To the question of Mr. Latshaw as to what variety of doors caused the greatest leakage, Mr. Consley replied the doors which swing up. He had found the slat door the best kind.

A. E. McKinzie: I find in our work that the worst doors are those that let down from the top, while the best doors are slat doors, if they are properly nailed.

Concerning the question of number of doors used, Mr. Hieatt said that if he loaded a car with a large amount of grain he put on two doors, and had never had objections from the railroad companies. He would use all the doors that may be necessary to hold the grain.

L. H. Harnett: There was some complaint at my station when I wished to double the doors. I think the matter should be taken up with the railroad companies, who should either allow us to double the doors or give us heavier doors.

W. W. Price: I had some trouble on that line, but

none after I told the agent I would wire to headquarters if he did not supply me with sufficient doors.

J. P. Cummings: I am on the Rock Island and always use all the doors I need and have never had any difficulty in securing all I want from the road.

H. J. Lane: I have found it well to nail lath and paper in the corner close to the jam and this keeps grain from leaking through. I never use double doors.

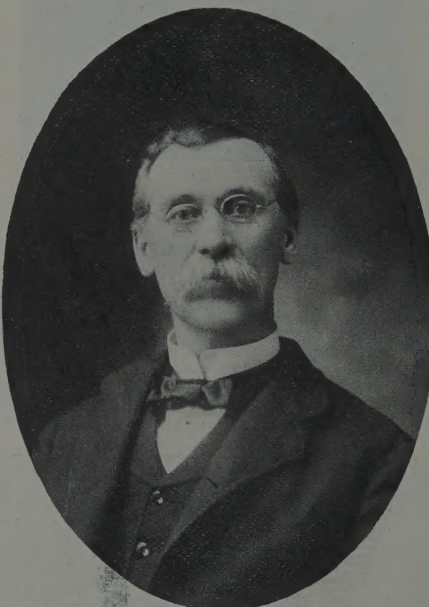
Mr. White moved that the Association proceed to nominate officers for the ensuing year. Carried. The nominations were as follows: For president, L. Cortelyou, Muscotah; vice-president, O. H. Higgins, Stockton; secretary, E. J. Smiley, Concordia; treasurer, M. H. Roller, Circleville; board of directors, N. B. Hieatt, Willis; H. H. Work, Ellsworth; Geo. H. Hunter, Wellington.

An adjournment was taken until 1:30 p. m.

#### AFTERNOON SESSION.

The meeting was called to order at 2 p. m.

Mr. Lint moved that the rules be suspended and the secretary be instructed to cast a unanimous ballot for the old officers, which being done they were declared re-elected.



G. N. CONSLEY, SUPT. CHECK-WEIGHT BUREAU.

Secretary Smiley read an order sent to its agents by the Union Pacific Railroad in which it instructed its agents not to furnish cars to anyone wanting to load grain unless the grain was in sight. Mr. Smiley moved that a vote of thanks be extended to Mr. Koil and to the U. P. Railroad for its order.

Secretary Smiley called the attention of dealers to the importance of attending local meetings.

Chas. N. Woodell thought it would be a good thing for the Association to have an expert scale tester who would make it his business to inspect scales at regular intervals.

The following report of the committee on resolutions was then read:

Whereas, The grain dealers of Kansas have built and are the owners of a large number of elevators which are used exclusively for the storage of grain for shipment on the lines of railroads and are storage houses for the use of railroads as well as for the owners; and,

Whereas, The railroad companies have to furnish storage room for all other kinds of business free of any cost to the shipper; and,

Whereas, The law compels the railroad companies to furnish all parties alike cars when ordered for the shipment of grain; and,

Whereas, Many times when there is a large movement of grain and consequently a shortage of cars, grain accumulates in elevators and has to be held often at a loss, while track buyers and others having no capital invested are able to divide the car service to the detriment of the legitimate dealers; therefore, be it

Resolved, That the Board of Directors be instructed to correspond with the Grain Dealers' Association of Nebraska, Iowa, Missouri and Oklahoma, inviting them to cooperate with this Association in asking the railroads of the various states to pay a reasonable rental for the use of elevators on their respective roads. [Introduced by J. T. White of Ada and adopted.]

Resolved, That Sec. 2 of Art. 5 be made to read as follows: "The dues of this Association will be \$2.50 per quarter, paid in advance. Members who have more than one house shall pay in addition to their annual dues an annual fee of 50 cents per month for each additional elevator. [Introduced by W. S. Washer, Atchison, and adopted.]

Resolved, That a committee of three members be appointed by the president of this Association, whose duty it will be to revise, renew and add to our present constitution and by-laws as in their judgment they may think best, said committee to report at the next regular meeting of this Association. [Introduced by H. Work of Ellsworth, was approved and adopted, provided that it could be done without any expense beyond the printing.]

Resolved, That the secretary be instructed to get all possible information in regard to the crop conditions and make full report of same to members of this Association as often as practicable. [Introduced by J. B. Wooster of Home City and adopted.]

Resolved, That the secretary be instructed to continue the local meetings whenever and wherever in his judgment the conditions require them. [Introduced by N. B. Hieatt of Willis and adopted.]

Resolved, That the members of the Kansas Grain Dealers' Association refuse to do business with any receiver, commission house or miller that bids irregular dealers, and that it will not accept the flimsy excuse that "he did not know that he was an irregular dealer." It shall be the duty of the secretary of our Association, upon receiving proof of such bids having been made, to notify each member of this Association of this fact.

Resolved, That the thanks of this Association be extended to the city of Topeka for her hearty reception of our members through Major Tom Anderson; also to Mr. T. E. Ewan, of the Capital Elevator, for his earnest efforts in securing Representative Hall for our meeting, and to the other grain men of Topeka for their uniform courtesies; also that the thanks of the Association be tendered John E. Bacon, of the "American Elevator and Grain Trade," for his faithful work in reporting the proceedings of this convention. [Introduced by H. Work, Ellsworth, and adopted.]

On motion adjourned sine die.

#### CONVENTION NOTES.

The "American Elevator and Grain Trade" was represented by John E. Bacon.

Dealers from Nebraska were E. A. Duff, Nebraska City, and F. B. Fulton, Brookwaller.

Secretary Smiley took about 250 with him on the excursion to Texas. J. T. White was elected orator for the trip.

Railroad interests were represented by S. H. Kilgore, commercial freight agent of the Missouri Pacific Railway Co., and H. G. Kaill, of the Union Pacific Railroad.

Secretary Bewsher of Nebraska and Secretary Smiley shook hands fraternally, so it is known there is a big peace on between the chiefs of these two neighboring thriving associations.

The convention badge was an unusually handsome affair, and played a conspicuous part in the very highly successful third annual meeting. Secretary Smiley has the true artistic eye.

H. Work, of Ellsworth, Kan., carried very attractive business cards to the meeting. They were decorated with a small bottle of choice Kansas winter wheat fastened to a corner of the card by a blue silk ribbon.

F. H. Day, representing H. L. Day of Minneapolis, Minn., well known as the manufacturer of Day's Dust Collecting Systems, exhibited a small model of the collector to grain dealers during the intermissions of the meeting.

Grain machinery men included J. N. Heater, Kansas City, representing the Invincible Grain Cleaner Co. of Silver Creek, N. Y.; Edw. A. Ordway, Kansas City, representing the S. Howes Co. of Silver Creek, N. Y.; J. C. Murphy, representing the Webster Mfg. Co., Chicago; J. B. Sterling, Kansas City, representing the Prinz & Rau Mfg. Co. of Milwaukee, Wis.

Among commission men who attended were: F. P. Lucas, of Goffe, Lucas & Carkner, Kansas City; W. A. Hinchman, of the Kemper Grain Co., Kansas City; D. L. Croysdale, of W. E. Croysdale & Sons, Kansas City; J. C. Goings, Topeka; F. P. Lint, representing the Greenleaf-Baker Grain Co., Atchison; J. V. Seymour, representing Chas. F. Orthwein's Sons, Kansas City; S. A. Berry, representing Hall & Robinson, Kansas City; Stanley Christopher, of B. C. Christopher & Son, Kansas City; S. S. Scothorn, representing A. M. McDermott Grain Co., Kansas City; Frank Barrett, of the Bar-



rett Grain Co., Kansas City; A. R. Reirson, representing the H. L. Strong Grain Co., Kansas City.

The dealers present included L. Cortelyou, Muscotah; N. G. Thorstenberg, Lindsborg; C. E. Smith, Effingham; H. A. Wynn, Perth; F. F. Groening, Lehigh; Wm. L. Coleman, Overbrook; W. H. Kelly, Edgerton; L. A. Townsend, Andale; John G. Sicehoff, Belle Plaine; M. H. Roller, Circleville; L. B. Young, Hutchinson; Chas. N. Wooddell, Nickerson; E. M. Jolley and J. G. West, Topeka; W. S. Washer, Atchison; F. L. Ingersoll, Kirwin; L. H. Hammett, Schroyer; A. C. Plumb, Lyons; A. Wangerin, Vining; T. L. Ewan, Topeka; H. and T. M. Work, Ellsworth; T. Crawford, Belleville; S. B. Carter, Wellington; W. E. Murray, Frederick; W. M. Hedge, Whiting; T. W. Andrews, Rossville; C. M. Swan, Leavenworth; David and William Daikers, Marysville; F. P. Miller, Chetopa; J. Fulcomer, Belleville; H. J. Lane, Blue Rapids; R. B. Gibbs, Morrill; E. Johnson, Everest; A. F. Sherman, Topeka; C. V. Brinkman, Great Bend; B. L. Ebel, Hillsboro; William Astle, Haven; A. C. Eyman, Mound Ridge; J. A. Boring and W. H. Smith, Osborn; O. A. Lemon, Plainville; Frank Thomann, Summerfield; J. V. Burroughs, Plainville; J. J. Van Boskirk, Frederick; B. G. Scriven, Lucas; C. Knox, Belleplaine; John E. Baker, Everest; E. Barrett, Wellington; P. J. Cortelyou, Corning; W. C. Miller, Kansas City; G. W. Dockstader and H. A. Carleton, Cawker City; J. F. Lukert, Sabetha; J. M. Flint, Wellsville; A. B. Pennock, Concordia; A. M. Hungerford, Mahaska; P. B. and C. E. Smith, Effingham; Fred H. Rhodes, Colony; S. M. Brown, Clyde; R. W. Cornelison, Reserve; Wm. Cook, Marka; S. L. Carpenter, Severance; J. P. Cummings, Sabetha; G. N. Consley, Kansas City; H. J. Dittenbaugh, Washington; H. L. Strong, Coffeyville; O. A. Higgins, Stockton; A. E. McKinzie, Kansas City; W. W. Price, Huron; J. T. White, Ada.

The schedule as arranged for the excursion from Topeka to Galveston, Texas, and return was very closely followed through the trip. The train, consisting of eight Pullmans, with a party of 250 left Topeka on the evening of March 15, and made its first stop at Winfield to take on passengers. Breakfasting at Arkansaw City, the train made a daylight run through Oklahoma and Indian Territory, making a stop at Purcell for lunch and supper at Gainesville. The party spent about an hour and a half in the latter city, taking supper at the Lindsay Hotel and Turner Cottage, where they were entertained by the leading mill and grain men of the city. The first stop of any length was made at Houston. When the train pulled into the Grand Central Station on the morning of March 17, the excursionists were met by the local committee, which escorted them to the special cars waiting at the depot and they were taken for a run over the city. After visiting Clinton they returned to Houston and at 8:30 p. m. there was held a reception in the parlors of the Capital Hotel, at which nearly all the party was present. Mr. F. M. Yost thanked the people of Houston for the hospitality extended to the grain dealers, and Mr. C. B. Hoffman spoke in behalf of the millers. The reception committee which met the millers and grain dealers at Galveston consisted of J. Paul Jones, C. McD. Robinson, L. T. Crain, and A. C. Fonda. The visitors were joined by the Grain Dealers' and Millers' Association of Texas and on Monday visited the battleships of the North Atlantic squadron in Galveston harbor. On Tuesday the Millers' Association of Kansas held a joint meeting with the Texas Millers' Association for the purpose of discussing the purpose of investigating the export facilities of Galveston. The Kansas and Texas grain dealers also held a similar meeting for investigation as to the exportation of grain and the charges for handling grain at Galveston. Port Arthur was also visited and the excursionists arrived at Topeka on the return trip March 24, very enthusiastic over the reception they had had in the South and the practical knowledge gained of the country's resources.

The Brooklyn elevators are all closed excepting the United States and Dow's, neither of which holds much grain. Export grain is now all transferred

by the floating elevators, not over four or five ships having taken cargoes at Brooklyn for months past.

### A "GRAIN" TRAVELER.

Change Billie Karns to barley corns, then barley corns to Billie Karns and you will have an admixture exactly as seen in the accompanying photograph. For the head belongs to Billie, and he says he paid for the shoes and trousers; yet we must blame the camera for playing such a trick as substituting an ear of corn for the rest of him.

W. H. Karns, or "Billie" Karns, as he is generally known, is the popular traveler for Daniel P. Byrne & Co. of St. Louis, Mo. Once on a time, not so many years ago, while he was running an elevator in Kansas, he was induced by some of his friends, in a spirit of fun, to sit for the picture which we have reproduced. And the picture is Billie to the life above the collar; below that we cannot vouch for it.

Mr. Karns was born in Indiana and removed to



"BILLIE KARNs."

St. Louis in 1863, where he went into a commission house as office boy. In 1868 he went on the road in the interest of a grain business, holding the position of traveler and salesman on 'Change until 1882, when he went to Kansas City. He remained at that place in the hay and grain business until 1896-97 and then took charge of an elevator at Soldier, Kan., where the picture shown was taken.

When Daniel P. Byrne & Co. succeeded the Redmond Cleary Com. Co., Mr. Karns was offered the management of the hay department, and through his efforts this branch of the business quickly became a success.

Mr. Karns has always held good positions with the best houses in the trade and is well known throughout Missouri, Illinois, Iowa, Kansas and Nebraska and universally liked.

European pea (navy) beans appeared in Chicago a month ago for the first time in a number of years. They came from various parts of Europe in bags of 220 pounds. These are not of equal quality to the American stock. While stocks of American beans are light, the foreign legume is seeking a market that is not bare of native stock by any means.

### THE IOWA GRAIN DEALERS' ASSOCIATION.

The grain dealers of Iowa have formed an association to cover particularly the territory not already organized under the jurisdiction of the Grain Dealers' Union and the Southeastern Iowa Grain Dealers' Association. The meeting which resulted in this organization was held at Des Moines on March 14, on the invitation of the Iowa Cereal Club of that city. The call, which was signed by thirty firms operating at Des Moines, said:

We believe you are well aware of the many difficulties and annoying conditions that surround the grain trade at the present time. In our judgment the only remedy for these conditions is an effective association.

Four or five years ago the grain dealers in Southwestern and Southeastern Iowa were suffering from the evils with which the trade in the balance of the state is now afflicted, viz.: shortages in destination weights, unfair inspection, excessive terminal charges, etc., to such an extent that reputable dealers could not pay as much for grain as market would appear to justify. These drawbacks and evils were overcome by organizing, and as a result of that organization the farmers are getting more money for their grain and there are no elevators for sale in the territory covered. Three or four years ago the grain trade of Nebraska was in the same unsatisfactory state. To-day out of the 700 elevators in that state 640 are members of the state association and no man who is a member could be induced to withdraw and return to the old style of affairs.

In response to the invitation about 150 bona fide grain men went to Des Moines. The meeting, which was held at Observatory Hall, was called to order by E. L. Bowen of Des Moines, who, in behalf of the Iowa Cereal Club, nominated Capt. M. T. Russell as temporary chairman. He was unanimously elected. On assuming the chair, Capt. Russell extended to those present a hearty welcome, as follows:

Grain Dealers of Iowa—Gentlemen: On behalf of the Cereal Club of Des Moines, which is composed of all the grain men in the city, I welcome you. We are truly glad to have the privilege of meeting you in such large numbers. The Cereal Club is composed of legitimate grain dealers organized as a social body. It makes little difference how close the competition is or how members may feel toward their competitors, one of the unwritten laws of our Club is that when we meet as a club all business must be dropped for the time being and each member exert all his energies in the one direction of having a good time. . . . As soon as it was known that the grain men of Iowa had decided to hold a meeting here, the Cereal Club was called together and without one dissenting voice it was decided to extend to you a cordial welcome, and to look after your comfort while here and to see that your wants are supplied. And with that end in view, each and every member of the Cereal Club is at your service. Don't be backward in making your wants known.

This meeting has been called that the grain men of Iowa may do what their neighbors in Nebraska, Kansas, Illinois and other grain growing states have long since done. Let us organize and get better acquainted, let us confer together for our best interests, and seek to remedy the multitude of evils and perplexities that obstruct the grain dealers' road to success. Iowa stands at the very front as a grain-growing state and holds the proud distinction of being the only state that has never had a crop failure, but always has a surplus. The seasons come and the seasons go; other states have their short crops and failures, but Iowa has not one failure charged to her account. And still with this proud record, the grain men of this great grain growing state, as a class, make less money on the amount invested than any other class of business men. That this is true, no well informed business man will deny.

I admit there are rare exceptions to this, but as a rule the records will bear me out. Now there is a cause for this, Iowa grain men for business ability compare favorably with their neighbors in adjoining states. This being true, then what is the trouble with our business here in Iowa? Among the many difficulties in our road to success and a profitable business career, let me name some that are prominent. First, and not the least, is the uncertainty of freight rates. If some means could be devised by which steady and uniform rates of freight could be maintained, one of the greatest drawbacks to our business would be dispensed with. It matters very little to the grain buyer what the freight rate is, if he could only be assured of its permanency. Any railroad freight man will tell you that this everlasting changing of tariffs is one of the greatest evils they have to meet. You, as well as the railroad man, will admit that you see no remedy for this. When the Congress of the United States of America created a commerce commission, we all hoped the evil complained of would be remedied, but instead of a remedy, they have mixed matters and rate-cutting has gone on from bad to worse until the great business world is ready to join in a petition to Congress and to our legislature, saying, "If you cannot give us something better than a commerce commission to remedy our grievances, have mercy on us, oh, lawmakers, and abolish both the interstate and state commissions."

This meeting will likely take up and discuss the question of grading grain. You will be expected to determine how it is that a dealer loads three cars of grain the same day out of the same bin, all bought from one man who raised it in the same field, thrashed



or shelled it the same day, transported it to market in the same train, and has all three cars inspected the same day—one grades No. 3, one No. 4 and the last, but not always the least, grades No Grade. You are expected to solve this riddle.

Then the short-weight grievance is certain to bob up and come out for discussion; for you all know, gentlemen, that short weights at terminal points make every grain man feel sore.

Then the question of landlords' liens, a most important matter, should be considered. We have been defeated by only one vote in our efforts this winter in the legislature to have this unjust law so modified as to protect us. There is no justice in compelling the grain dealer to pay for grain twice when he has no way of knowing that the party selling you the grain has it mortgaged to his landlord to secure the rent of the land on which the grain was produced. The legislation asked for by the grain men to remedy this chance for petty larceny was right, and you should mark every member that voted against your just petition to have a law placed on our statute book requiring a landlord to have his mortgage to secure his rent placed on record the same as any other chattel mortgage.

The questions above referred to are only a few of the questions that may come before you at this meeting. What are the remedies and how best to go about the work of lessening the evils complained of are the all-absorbing questions with grain men. In union there is strength. Organize, and let us all work to the same end if we ever expect to accomplish the reforms desired. Thirty years in the grain trade has convinced me that without organization very little can be accomplished. I know that where the grain men have organized and hold frequent meetings and all work toward the one desired end there is a more friendly feeling existing among dealers and less friction than where the business is done in the old haphazard way, when every fellow was for himself and the sheriff took the hindmost. In my intercourse with the trade, I find that the dealer who keeps fully abreast of the times invariably takes a paper devoted to the trade, and I find that man or firm up-to-date. You can do business with him in less time and with more satisfaction than with those who take no such papers, and who never attend grain dealers' meetings. I firmly believe it will pay the associations to send the paper free for a limited time to all dealers that do not take the "American Elevator and Grain Trade" of Chicago. I firmly believe that after a dealer has taken such a paper a short time, he will realize great benefit therefrom, and the difficulty of getting him into an organization would vanish.

In conclusion, gentlemen, I would urge harmony, and with this will come organization and a better feeling toward one another. Don't hope to dispel all your grievances at this meeting. Continue to urge your neighbor to take hold and help, and before you are aware of it you will begin to receive benefits that will amply compensate you for all the time and money you have expended. Again, gentlemen, I welcome you to Des Moines, the grain center of Iowa, the best city in the best state of the Union.

On motion of M. McFarlin of Des Moines, G. A. Stibbens of Coburg, secretary of the Grain Dealers' Union, was made temporary secretary.

On motion of Lee Lockwood and others of Des Moines the chair appointed the following committees:

Committee on Credentials—J. A. Carden, Winfield, chairman; Jay King, Nevada; M. E. DeWolf, Laurens; H. S. Hanson, Collins; H. S. Thomas, Green Mountain; C. C. Buck, Garwin; J. C. Riddle, Jewett.

Committee on Constitution and By-laws—D. Hunter, Hamburg, chairman; O. T. Hulburd, Osceola; M. C. Brown, Sioux Rapids; D. Milligan, Jefferson; J. A. Adams, Minneapolis; W. J. Martin, Hancock; D. Rothschild, Davenport; E. Erickson, Story City; W. H. Chambers, Chicago.

Committee on Resolutions—F. J. Wright, Minneapolis, chairman; A. H. Miller, Melbourne; Wash Hunt, Victor; G. A. Stebbens, Coburg; T. E. Haines, Altona; F. D. Babcock, Ida Grove; W. H. Stipp, State Center.

Committee on Permanent Officers—S. J. Brown, Omaha; F. A. Scott, Eagle Grove; M. G. Heald, Logan; H. M. Schamel, Dallas Center; R. A. Frazer, Nevada; M. T. Johnson, Rippey; Moeller & Brant, Reinbeck; Harry Stewart, Charlton; Mr. Ellsworth, McGregor.

As a guide to the committee on credentials, it was ruled that a member of this meeting must be a regular grain dealer operating an elevator.

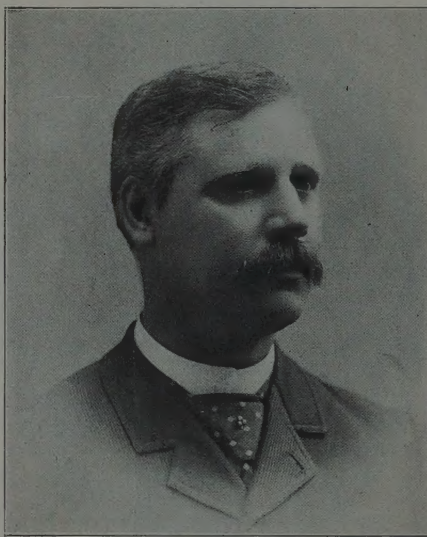
During the intervals, while waiting for the committees to prepare their reports, the guests were entertained by an orchestra, which discoursed the popular music of the day, while a buffet lunch was served in an adjoining room, so that no one who came unprovisioned or who hungered or thirsted in the intervals went empty away except on his own motion. In spite of the liberal patronage of the buffet, it proved a veritable "widow's cruse" or "barrel of meal"—the supply never ran out or had the appearance of becoming uncomfortably "shy."

During this interval, also, Mr. Stibbens was called on for a talk on association work, and responded with a rattling paper showing how the Union had done it, and urging the dealers of Iowa in general to do likewise.

The committee on permanent officers reported in favor of continuing the temporary officers; and on motion of Chairman Brown of the committee, the report was adopted.

Capt. Russell said he had come loaded with but one speech, which he had already delivered. But, he said, as you have come here for business, you don't want anything else. Now, to get down to business, how many of you are in favor of forming an Iowa Association—hold up your hands? [All held up their hands.] All right. Now, when one is formed, if you are called on to do some work for it, don't try to get out of it. Similar organizations in other states have made elevator property worth 100 cents to the dollar. Why? Because by organization you can get rid of difficulties you can avoid in no other way. Appoint a good secretary; and if you support him, he'll straighten out your difficulties, losses and claims.

Mr. Carden, from the committee on credentials, reported the committee puzzled to know what it was expected to report. Until a constitution defin-



JAY A. KING, PRESIDENT, NEVADA, IOWA.

ing membership should be adopted, there could be no report on membership. The committee made no formal report, therefore, but suggested that if anyone present knew of anyone else also present not entitled to take part in these proceedings, he should report the name and the reason to the committee.

The names of those given below as having signed the register on entering the room were then read, and no objection was made. The names of those who signed the call were also read and similarly approved. It was suggested by Mr. McFarlin that when the formal signing of a constitution took place, any "weeding out" could be done that should be necessary, and this would be done by the proper officials or committee.

The committee on constitution reported a document practically identical with that of the Nebraska Grain Dealers' Association, except that the article on membership expressly excluded commission houses, track buying firms, and all others except regular grain dealers at country stations, to wit: "Any firm or corporation in Iowa doing a reputable, regular and continuous business of buying and selling grain in Iowa, and having proper elevator facilities for handling the same, may be a member; but all applications for membership shall have the unanimous approval of the board of managers." The membership fee was fixed at \$3 per firm, and dues, to be assessed by the governing board, at not to exceed \$1 per month per elevator, members to file with the secretary a list of the houses operated by them as a basis for assessment for dues. The failure of a member to obey the constitution and by-laws shall subject him to a fine, the sum not

to exceed his membership fee, or expulsion, in the option of the governing board. The annual meeting shall be held in April.

At this point Gov. Shaw was introduced for a little speech. He began by saying he believed in state pride, and told a story about the meeting of four men who happened to be from New York, Pennsylvania, Ohio and Iowa, respectively. The first said he was from the state which conducted the business of the world; the second replied that his state furnished the iron and steel for all the railroads; the third claimed that his home produced the brains to run the government; but when the Iowa man got up he said, "Gentlemen, I am from the state that feeds you all." The governor disclaimed all practical knowledge of the grain business except that he knew those who understand the details of the grain business and avoid speculation usually own their own homes and are in comfortable circumstances. It is a business of small profits, however, and the successful man in it must needs look after the little things—avoid unfair competition and look out for shrinkage and waste. You are at the mercy of the receivers, as the farmers are at yours; and as they kick, so you kick—that is, I'm guessing you both kick! They try to protect themselves; so you must try to protect yourselves. It is an age of organizations. It's a good thing to get together. Every year many men having a common interest meet, discuss their troubles, adopt resolutions, suggest remedies for their difficulties and go home, and forget all about them! The next year they do the same thing over again.

As the governor retired the orchestra struck up the "Star Spangled Banner," and his excellency disappeared during a burst of applause and cheers.

Mr. McFarlin moved to adopt the constitution and by-laws as read, and it was so adopted, although Mr. Babcock of Ida Grove believed it would be better to take it up section by section.

A motion was then made by B. A. Lockwood to appoint a committee of three to report names of candidates for permanent officers. M. E. DeWolf of Laurens, however, moved, as a substitute, the committee of the whole on nominations, which was agreed to. In committee of the whole, Lee Lockwood of Des Moines was nominated for president, and the nomination was unanimously agreed to. J. A. King of Nevada was similarly selected for vice-president.

When the office of secretary was reached, Mr. Babcock suggested that, as the secretary was the most important official, the "whole thing," so to say, of the Association, upon whom the success of the Association really depends, that officer should be selected with extreme care. He moved, therefore, that the selection of a secretary be delegated to the governing board, who should be allowed to take their time in making their choice. This was agreed to.

A governing board was then selected, as follows: A. Morehouse, Glidden; F. D. Babcock, Ida Grove; Lyman Johnson, Sioux Rapids; E. J. Evans, Marcus; W. H. Stipp, Iowa Center. But as these selections in a measure ignored a territorial distribution of the members of the committee, on motion of Mr. W. H. Chambers the selections were canceled and a committee of ten appointed by the chair to report the names of five gentlemen to act in the capacity named.

A recess was then taken, during which about 90 of the dealers present took occasion to sign the new constitution. This number of signatures represented about 300 elevators, it was estimated. During this time, also, the caterer provided by the Iowa Cereal Club set the tables for a superb luncheon of oysters and cold fowls, with all the appropriate "trimmin's," so that no one left the hall for supper.

At about 7:30 business was resumed, the committee on governing board nominations reporting through Mr. McFarlin the following names: F. J. Wright, Minneapolis, Chicago, Milwaukee & St. Paul Ry.; E. J. Edmonds, Marcus, Illinois Central R. R.; D. Milligan, Jefferson, Chicago & Northwestern Ry.; Philip Dietz, Wolcott, Chicago, Rock



Island & Pacific Ry.; and E. L. Bowen, Des Moines, Chicago Great Western Ry. [No representative from the C. B. & Q. R. R. was selected, that road being now well provided for by the Grain Dealers' Union and Southeastern Iowa Association. It was further explained that the selections named gave a representative to each of the five other great grain hauling lines of the state, and that each member of the board would be expected to be in a measure responsible for his road, or have supervisory jurisdiction in such territory.] The report was adopted. The committee of the whole then rose and reported to the house, by which the nominations made were unanimously agreed to, and they were declared elected as officers for one year, beginning April 1, 1900.

Having proceeded so far, W. L. Shepard of Des Moines moved to amend Article I of the constitution on membership, to include as eligible to membership "any regular grain receiver, grain broker or commission merchant who conducts a reputable business and confines his business to the regular elevator operators."

W. H. Chambers explained that, in the committee on constitution, he had moved to exclude from membership all but regular country dealers. In his own experience as secretary of the Nebraska Association he knew that many receivers and commission men not strictly entitled to confidence had joined that Association and had used the fact for illegitimate advertising purposes, and in a way to demand business on the strength of the connection, and even to threaten members if business was given to them as members. Indeed, at one time the commission houses were in a majority at the annual meeting. He thought it was not necessary to have the receivers as members—they would act with the dealers anyhow—they have to do so. But beyond the fact of doing business with the dealer, the interests of each are not mutual, but antagonistic.

Mr. Babcock did not agree. The track buyers are good fellows, and we want them with us. As each member has to have the approval of the governing board, there is no danger of the receivers getting control.

Mr. Stibbens said the experience of the Grain Dealers' Union with the commission men as members had been entirely satisfactory. An association can get along without them, of course; but, as you are trying to get them to work with you, as association men, you want them in an association with you.

The amendment was unanimously adopted.

President-elect Lee Lockwood was then called upon for a speech. He replied, but hardly in the way hoped for; since he said that, while he felt the great honor of his election, he still could not accept it. He wanted the Association to be a winner; and in order that it should be one, it should have the time of a man less busy than himself. His private business consumed his time so fully that, in justice to the Association and himself, he could not undertake to perform the duties of president. He suggested that D. Hunter of Hamburg would be just the man for the time and place; but Mr. Hunter said that his duty to the trade in the southwestern part of the state consumed all of his available time for such work, and he could not accept the office, even if the Association should desire him to take it.

Capt. Russell: I would like to suggest a man. Take King—he's a dandy!

The suggestion "caught on;" and N. S. Beale's motion that Mr. Lockwood's resignation be accepted and J. A. King be elected president in his stead was unanimously adopted.

Mr. King was then called to the stage and introduced by Capt. Russell. Mr. King said that he felt he had hardly the time or the health to devote to the duty; but it was a duty, and, because he believed in this Association, and as the secretary is, after all, the real working officer, he would accept the office and do what he can to make it a success.

On motion of Mr. Lockwood, M. E. DeWolf of Laurens was elected vice-president, to succeed Mr. King.

Amendments to the constitution were then adopted to legalize the election of a secretary-treasurer by the governing board, and to provide that that officer's bond be deposited with the president.

The following resolution was then adopted:

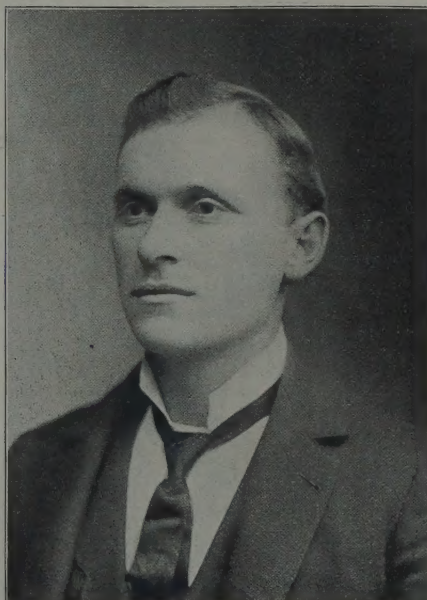
Resolved, That the grain dealers of Iowa here assembled highly appreciate the entertainment accorded us by the Iowa Cereal Club of Des Moines, and that we hereby tender them our sincere thanks for their kindness, courtesy and liberality, whereby so much has been added to the pleasure of this meeting.

The secretary of the Grain Dealers' National Association then told what that body was trying to do for the dealers.

Mr. Babcock of Ida Grove told what his Grain Shippers' Mutual Fire Insurance Company had done for them—saved them no less than 40 per cent of board rates, and has now no losses unpaid. The company asks the favorable consideration of the trade in Iowa.

President King having called upon the governing board to meet with him at once, before leaving the city, the Association adjourned sine die.

Immediately after adjournment, music was resumed by the orchestra, introducing an entertainment provided by the theatrical corps of the Iowa Cereal Club, and the balance of the evening was



M. E. DEWOLF, VICE-PRESIDENT, LAURENS, IOWA.

devoted to having an even better time than the members had had all day long. There were songs and dances and speeches—all in the way of a smoker. Charles V. Pollock acted as master of ceremonies and the visitors all joined in voting the evening meeting most pleasant and most enjoyable. The Cereal Club certainly were model hosts; and every feature of their programme moved in its proper time and in perfect order.

The following names of members of the Iowa Cereal Club were signed to the convention call: W. F. Morgan, McFarlin Grain Company, N. Hodgson, Warren Grain Company, E. L. Bowen, Des Moines Elevator Company, E. D. Hamlin, Bowen & Regur, B. A. Lockwood Grain Company, Mt. Pleasant Milling Company, W. C. Bayless, L. Warren, National Starch Manufacturing Company, T. W. Jones, R. W. Harper, F. H. Hancock, W. G. Case, T. S. Cathcart, L. W. Gifford, Geo. E. Wilson, W. G. Ruhl, Pollock & Atherton, Albert Pease, Wm. L. Shepard, M. McFarlin, Thos. Harris Jr., Pease Bros., Lee Lockwood, M. T. Russell, Chas. Counselman & Co.

The Iowa dealers registered were as follows: M. W. Lee and P. S. Reed, of the Northwestern Grain Company, Mason City; J. W. Weikle, of Weikle & Son, Jordan; G. Terwilliger, of Terwilliger & Dwight, Sioux City; H. B. Stewart, of G. J. Stewart & Co., Chariton; J. E. Stevens, of Shorell & Stevens, Earling; E. J. Wood, Lawn Hill; G. P. Christianson, Randall; Al. Wells, of Wells Bros., Laurens; G. W. Goltry, of Goltry & Son, Marathon; W. H. Pepper, Melbourne; Geo. Gilbert, Rhodes;

Chas. Moser, of P. S. Davis & Co., Eldora; W. A. Patrick and W. M. Hunt, of Patrick & Hunt Victor; A. B. Roberts, Paton; H. M. Schamel and Clyde E. Benton, Dallas Center; J. A. Musson, Audubon; F. C. Harry, of Harry Bros., Grand Junction; Nichols Bros., Ralston; A. C. Kaeser, of C. F. Austin & Co., Vincent; John Howle, Brooklyn; H. W. Wilson, of Great Western Grain Co., Cherokee; D. Jenks and Fred S. Davis, Coon Rapids; H. G. Richards, Indianola; S. E. Kurtz, of H. Kurtz & Son, Sac City; A. A. Moore, Rockwell; J. E. Jackson, Union; J. L. Leggett, Lathrop; P. A. Oxen, Galt; J. H. Carton, Waukee; Frank Thomas, Minburn; Scott & Patty, Redfield; Kurkey & Stuckey, State Center; F. C. Nichols, Beaman; A. Moorehouse, Glidden; D. Milligan, Jefferson; Homer S. Thomas, Great Mountain; Schoeneman Bros., Scranton; Otto Fahenstock, Osgood; Ben. Wells, Menlo; W. F. Harris and J. A. Ogle & Co., Williamsburg; Phil. Dietz, of Stockdale & Dietz, Walcott; H. W. Dodd, Gladbrook; G. A. Stibbens, Coburg; A. H. Miller & Son, Melbourne; W. C. Smith, Eagle Grove; M. E. Hazen, Churdan; D. A. Evans, Lohrville; J. M. Munsinger, Jefferson; C. C. Buck, Garvin; W. H. Stipp, State Center; D. Hunter, Hamburg; C. Christianson, Garwin; C. T. Campbell, of J. A. Campbell & Son, Atlantic; E. D. Mineah, of E. D. Mineah & Co., Eagle Grove; H. Folger, of Altona Grain Co., Altona; Geo. D. Hallbrook, Onawa; S. H. Burke, Vinton; A. R. Mead, Linden; G. H. Currier, Prescott; C. V. Dawson, of Dawson & Griddel, Kennedy; C. J. Edmonds, Marcus; F. D. Babcock, Ida Grove; A. J. Zingre, manager Nye & Schneider Co., Mason City; S. S. Hanson, Collins; Ira Conger, Galva; E. S. Yeisley, Chelsea; J. M. Anderson; O. T. Hubbard, Osceola; J. W. C. Brown, Rolfe; G. A. Willett, of O. O. Talbott & Co., Osceola; D. J. Foley, Wiota; C. L. Kenney, Hubbard; B. H. Richards, of Richards Bros., Indianola; S. A. Way, of Northwestern Grain Co., Britt; M. Doran, Nichols; H. W. Henning and Claus Hagge, of Henning & Hagge, Ogden; G. H. Barbour, of Barbour & Younkin, New Sharon; S. F. Lewis, De Soto; Wm. Wallace, of Thompson & Wallace, Rutland; I. L. Patton and W. F. Patton, Dexter; M. L. Thomson, Earlham; B. R. Patterson, Mitchellville; B. M. Swanson, of Johnson & Swanson, Boland; I. B. Hendershot, Oto; C. H. Jasper, Newton; N. S. Beale, Tama; Geo. Gray, Gray; C. B. Lennon of Decorah Grain & Seed Company, Decorah; John Knoke; C. G. Vasey, Collins; Jay A. King, Nevada; C. W. Sedman, of Sedman Grain Co.; J. H. Ellsworth, Hunting Elevator Company, McGregor; C. J. Thorp, of Bowen & Regur, Bondurant; J. M. Hladik, Manilla; D. J. Eberhard, Newton; D. C. Jones, Cedar Rapids; Hugh Williams, Ackworth; Wm. Schlecker, of F. L. Howe & Co., Redcliffe; C. L. Glenn and H. E. Caldwell, Ortonville, and Jos. Pratt, Sutton.

Among the traveling men representing metropolitan firms were E. D. McDougall and J. W. Dillin, Armour & Co., Chicago; Chas. A. Jones, Rosenbaum Bros., Chicago; G. L. Graham & Co., St. Louis; C. W. Sedman, Sedman Grain Co., Minneapolis; C. G. Case, Bartlett, Frazier & Co., Chicago; W. W. Powell, Conner Bros., St. Louis; Geo. A. Wells, Northwestern Grain Company, Omaha; J. C. Riddle, Interstate Grain Co. of Winona, Minn.; Benj. C. Crangle, Marfield Elevator Company, Winona; S. J. Brown, Omaha; J. W. Chambers, Omaha, and W. H. Chambers, Chicago, Peavey Grain Co.; F. S. Landers, Gerstenberg & Kroschell, Chicago; G. B. Flack, Minneapolis; F. J. Wright, Minneapolis; J. W. Adams, St. Paul; H. D. Welmore, Chicago.

#### A FEW NOTES.

S. E. Kurtz, of H. Kurtz & Son, Sac City, did a little "shop talk" in favor of their Incline Elevator and Dump, which they are now ready to supply regularly, having made arrangements for the systematic manufacture of the device.

E. L. Bowen, member of the governing board, has been connected with the grain business for over twenty years. He began at Galva, Ill., on the Q road, where he was a partner for a number of years of Hiram Higgins, late of the Chicago Board of Trade. For the past twelve years he



has been at Des Moines, where he is now the senior member of the firm of Bowen & Regur, grain merchants.

Jay A. King, president of the Iowa Grain Dealers' Association, is junior member of the firm of Dunkelbarger & King of Nevada, dealers in grain, lumber and coal. His connection with the grain business began over 30 years ago, when, for quite a number of years, he was an employee of a firm handling large quantities of grain. He then went into other business, but returned to "first principles" in 1898. Mr. King has lived in Story County for over thirty years, and in Nevada for more than twenty years, and has been closely identified with the development and growth of both city and county. He has also an extensive acquaintance in the state at large, which will without doubt be advantageous to the new Association.

M. E. DeWolf of Laurens, vice-president of the Iowa Association, is junior member of the firm of Wilson & DeWolf, receivers and shippers of grain. Previous to the formation of the firm, August 1, 1895, Mr. DeWolf was cashier of the Marathon Savings Bank of Marathon. Mr. A. J. Wilson, head of the firm, is now engaged in banking at Marathon. The firm operates two houses on the C. & N. W. Ry. and four on the C., M. & St. P. Ry. Mr. DeWolf is active manager of the entire business, with offices at Laurens. Their houses are all modern, and have storage capacity for 250,000 bushels of oats. Both members of the firm take an active interest in public affairs, and Mr. Wilson now represents Buena Vista County in the Iowa State Legislature, while Mr. DeWolf represented Pocahontas and Humboldt counties in the same body for the Twenty-seventh General Assembly.

## NEW YORK'S DECLINING GRAIN TRADE.

The special committee of the New York Produce Exchange which has been struggling with the question of improving the grain trade of the East has made up a comparison of exports of grain in 1895 and 1899, covering the years that the stationary elevators have been controlled by the "elevator trust" so called, the Brooklyn Wharf & Warehouse Company. In brief, the compilations show the following percentages of exports for New York, compared with those of all the Atlantic ports:

Grain.	Bushels.	Per cent.
Wheat, 1895.....	20,339,263	63.53
Wheat, 1899.....	20,831,386	51.00
Corn, 1895.....	19,626,817	42.38
Corn, 1899.....	40,429,477	26.25
Oats, 1895.....	1,364,469	81.92
Oats, 1899.....	12,943,153	34.95
Flour, barrels, 1895.....	4,516,145	42.16
Flour, barrels, 1899.....	4,724,035	34.24

From which it will be seen that however much the relative decline may have been, the absolute export was for each cereal and flour greater in 1899 than in 1895. So the violence of the "kick" New York has "coming" may be tempered with the thought that it all might be worse, and also that it is possible the other ports have a right to exist, as well as the "Empire City."

It has been suggested that some of the lost percentage of business might be recovered if the elevators were built on the Jersey side of the river, but that would hardly help the Brooklyn elevators, which now are practically all closed.

The Itaska County Starch Manufacturing Company has been incorporated at St. Paul; capital, \$5,000.

The mails have been loaded with the government seeds in transit to "my constituents." The spring primaries are now due.

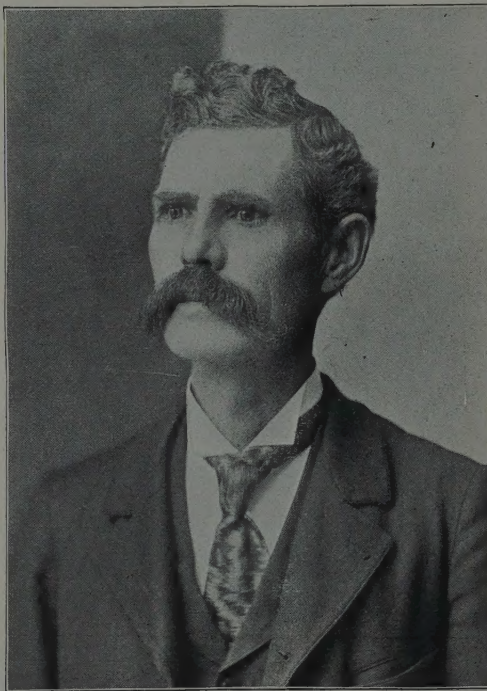
The Armour packing interests of Chicago, formerly operating as Armour & Co., a partnership, have been incorporated with a capital stock of \$20,000,000. P. D. Armour owns one-half, his son, J. Ogden Armour, one-quarter, and the estate of the late P. D. Armour Jr., one-quarter. Some shares are held by employees, heads of departments. The grain business of the firm is not included in this reorganization.

## ANNUAL MEETING OF IOWA-MISSOURI GRAIN DEALERS' UNION.

The League Room of the Grand Hotel at Council Bluffs, Iowa, was the scene, and March 22 the date, of the annual meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri. President Hunter of Hamburg, Iowa, called the meeting to order at 2:30 p. m., and said in substance:

At this, our fourth annual meeting, I am glad to see so good an attendance. At our first meeting four years ago, we had 19 present. Now there are in the hall over 60. It was our plan, when we organized, to get rid of the scoop-shovel man. We have largely accomplished this object. Our attitude toward the railroads has been conciliatory, and good feeling now prevails. Our attitude toward members, however, has been rather slack. I hope, in electing officers to-day, that you will select those who will hold the reins a little more tightly on those who are inclined to make disturbances.

The treasurer's report, as read by Secretary Stib-



D. HUNTER, PRESIDENT, HAMBURG, IOWA.

bens, showed: Total receipts for the year, \$1,169; expenditures, including secretary's salary and postage, \$829.62; President Hunter's traveling expenses, \$306.55, making total of \$1,136.17; balance on hand, \$117.22.

On motion the report was accepted and placed on file.

The election of officers resulted as follows: For president, D. M. Hunter, Hamburg; vice-president, H. A. Van Schoick, Elliott; secretary and treasurer, Geo. A. Stibbens, Coburg.

W. C. Bayles of Mt. Pleasant made a short address, in which he said that the Union had developed into a great association, but that it was too exclusive. He would like to see it move into South-eastern Iowa; but he remembered the story of Mahomet and the mountain, and as he could not get the Union to come to him, he had come to the Union. He said he thought the success of the Union was due to the fact that they worked together, and he expressed the thought that railroads should not be antagonized, but that dealers should, when possible, affiliate with them. They should remember that leaky cars were sometimes the fault of the shipper, and should be careful to proceed against the railroads only when their cause was just, as the fact of acting when they were in the wrong would react upon them when they were afterward acting in the right. Mr. Boyles also thought there was too great publicity allowed

of the acts of the Association, and that it should govern itself more in the manner of a secret order. He believed that farmers received more for their grain with the Association than they would without an association. The natural handicap under which the scoop-shovel man labored was that an expert grain man, one who made it his business, could do better, with his knowledge of grain and of the markets, than the inexperienced buyer. This should be a decisive help to him in his war with the scoop-shovel man.

President Hunter: Gentlemen, I am sure that you fully appreciate Mr. Bayles' remarks. When our Union was formed few of the elevators on the "Q" had any paint, and the roof and sides were often overly ventilated. What is the result to-day? Houses have been newly painted, reroofed and improved with modern power, combining to make neat-looking and economically operating elevators. There was an omission in the election of officers, as we have not elected a governing committee.

G. A. Pierson moved that the committee be appointed by the president and secretary. Carried.

Secretary Stibbens read an interesting paper on association work, and its accomplishments in the territory of the Union.

President Hunter introduced Hon. E. J. Noble, chief grain inspector of Chicago, who addressed the Union on the subject of Chicago inspection. Mr. Noble said in substance: I presume the object of inviting the chief grain inspector of Chicago to this meeting is that you may wipe up old scores. We have had some complaints over the inspection of corn at Chicago. The crop of '98 is almost all out, so that our shipments now are almost all from the crop of '99. Now there are some who think more of this corn ought to grade No. 2, yet the greater part of it comes to Chicago in a more or less damp condition, not having been cured well. You are aware that you are liable to have trouble with damp corn when warm weather comes. To avoid this trouble it must be cured well. It is necessary to have the corn delivered to the seaboard in proper shape. Now we take No. 3 corn and dry out of it about 12 per cent of dampness. You may have heard that the inspection department is enabling the elevator man to make money by drying No. 3 corn and selling it as No. 2. Yet this is not the case. No. 3 sells within  $\frac{1}{4}$  or  $\frac{1}{2}$  cent of the price of No. 2. With only this difference in price it is impossible for the elevator man to dry the corn and make any money. Nearly all the '99 corn is damp, and it is a fact that if the shipper will send his corn to market as No. 3 and take the market price, he will be better off than if he dries out 5 per cent of moisture and gets his corn graded No. 2. I believe that you are getting more for your corn than if it graded No. 2, and that if one-half of it graded No. 2, you would now be getting 30 cents instead of 36 cents per bushel for it.

There has been considerable talk of making No. 2 white oats contract instead of No. 2, Mr. Noble continued. That which pays the farmers best is to have a uniform grading, instead of a change back and forth to suit the size or the conditions of the crop. We endeavor to grade as closely as possible, giving the shipper his due as equitably as possible.

The inspection department is trying to give you a fair inspection, said Mr. Noble. I extend an invitation to all of you to come to Chicago at any time and examine into our methods. Our inspectors do not know and have no way of finding out who is the consignor of the grain which they inspect, or who is the consignee. We are very strict with the inspectors, and no incompetent man or one who drinks is allowed to remain on the force. Contrary to the popular belief, also, our office is not a political one. I think there cannot be too close connection between the country shipper and the grain inspection department, and we invite investigation and complaints. We try to stand between the receiver and the shipper and give fairness to both. We guarantee that No. 2 corn will go to the East without change of grade, but cannot do so on No. 3. In Philadelphia, grades are lower than in Chicago. If we ship out No. 3 corn



as No. 2 and it spoils, it hurts the markets. In closing, I wish to say that I am glad to have met with you, and I will show you our inspection department complete if you will come to Chicago.

President Hunter, after thanking Mr. Noble for his address, said: I have a statement to make. At our last meeting, there was a resolution offered in regard to this Union joining the National Association as a body. I wish to read this resolution and also an editorial on the same, which appeared in the "American Elevator and Grain Trade" of January. After reading the resolution and editorial, Mr. Hunter continued: I think that it is due to the secretary of the National to say that I was the author of that resolution. I framed it and presented it to Mr. Hulburt, who offered it. I was in favor then and am still in favor of joining the National Association, and it is in justice to its secretary that I make this statement.

J. E. Bacon, of the "American Elevator and Grain Trade," said: You have heard your president explain how the resolution referred to came to be presented to the meeting in January. Yet the same subject, the previous month, was presented to the meeting of the Southeastern Iowa Grain Dealers at Burlington, in the same way, and your president was not there, while the secretary of the



G. A. STIBBENS, SECRETARY, COBURG, IOWA.

National Association was. The "American Elevator and Grain Trade," in its editorial, said it did not think it was wise for the Union to force its members to join the National Association as a body against their apparent desire not to join. It said nothing against joining the Association as individuals, and has nothing to say upon that point now, as that is entirely within the wishes of each member. I do not wish to speak further upon this question, except to say that the "American Elevator and Grain Trade" is still of its former opinion; and it seems that the majority of the Union thinks with it, as the resolution was defeated.

The meeting then adjourned until evening.

#### EVENING SESSION.

At the evening session, called to order by President Hunter at 7:30, Mr. Bayless offered the following resolution:

Whereas, The Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri, at its January meeting, recognizing the injustice of the present laws of Iowa relating to landlord and tenant, and being desirous of correcting this injustice, caused a bill to be presented in the legislature of Iowa, which would amend the existing laws by requiring landlords to place their liens on record, so that grain buyers would have notice of such liens and thus be freed from the peril of having to pay twice for a lot of grain; and,

Whereas, Said bill passed the House of Representatives and encountered fierce opposition in the Senate; and,

Whereas, Senator F. L. Arthaud, senator for the sixth senatorial district, composed of the counties of Taylor and Adams, showed such loyal and manly disposition to help the bill along and so ably defended and aided it in the Senate; therefore, be it

Resolved, That the Union express its high appreciation of the services of Senator Arthaud, and that the secretary be instructed to thank Senator Arthaud in the name of the Union, and transmit to him a copy of this resolution.

On motion, the resolution was adopted.

The following dealers were admitted to membership: Martin J. Mullally, St. Louis, Mo.; Wray Bros., Creston, Iowa; P. S. Southwick, Atlantic, Iowa; W. W. Powell, with Connor Bros. & Co., St. Louis, Mo.; De Cou Bros., Woodbine, Iowa.

President Hunter announced the governing committee as follows: J. R. Harris, Northboro; F. M. Campbell, Randolph; J. L. Gwynn, Imogene; G. H. Currier, Prescott; D. N. Dunlap, Fontanelle; J. D. Young, Anita; J. T. Spangler, Walnut.

The remainder of the session was devoted to the consideration of topics of interest to the Union.

After deciding upon Creston as the place for holding the next quarterly meeting, a motion prevailed to adjourn.

#### CONVENTION POINTS.

The railroads were represented by W. J. Davenport, assistant freight and passenger agent of the C. B. & Q.

There's a bell boy at the Grand Hotel who wants to know when Jim Parrott of St. Louis is coming out and bring some more of that Kentucky fire-water.

Secretary Bewsher, of the Nebraska Grain Dealers' Association, was present and took a hand in explaining some of the knotty points that always come up at the Iowa meeting.

W. O. Pratt, Omaha, representative of J. Thompson & Sons Mfg. Co. of Beloit, Wis., manufacturers of the Original Lewis Gasoline Engines, was a visitor at the afternoon session.

Great onslaughts have been made upon that brand of cigars which C. M. Boynton of Creston, representative of J. F. Harris, Chicago, regularly furnishes the dealers, but the supply has not yet been exhausted.

Hon. E. J. Noble, chief grain inspector of Chicago, and Wm. J. Smillie, supervising inspector, returned to Chicago from attending the meeting, leaving a new and better understanding as to the aim, methods and work of the Chicago inspection department.

The commission men present: Chas. M. Boynton, Creston, representing J. F. Harris, Chicago; W. H. Karns and J. R. Taylor, representing Daniel P. Bryne & Co., St. Louis; Fred Faulkner, representing the W. R. Mumford Co., Chicago; F. P. Lint, representing the Greenleaf-Baker Grain Co., Atchison, Kan.; J. L. Wright, representing the Brinson-Judd Grain Co., St. Louis; Floyd J. Campbell, Omaha, representative of the Weare Commission Co., Chicago; L. R. Cottrell, representing the John E. Hall Commission Co., St. Louis; H. F. Ketchum, representing Langenberg Bros. & Co., St. Louis; W. W. Powell, representing Connor Bros. & Co., St. Louis; G. H. Lyons, Omaha, representative of Armour & Co., Chicago; G. L. Graham, of G. L. Graham & Co., St. Louis; Joseph Norton, representing the P. P. Williams Grain Co., St. Louis; El. El. Clancy, Omaha representative of McReynolds & Co., Chicago.

Dealers present were: G. H. Currier, Prescott; R. E. Johnston, Orient; G. A. Stibbens, Coburg; D. A. Hunter and F. McBride, Hamburg; G. A. Pierson and M. Hennessey, Orient; E. W. Shoemaker, Spaulding; W. M. Hewitt, Lennox; H. F. O'Neill, Essex; B. K. Windham and C. R. Buffington, Glenwood; G. W. Judd, Sidney; F. M. Campbell, Randolph; J. R. Harris, Northboro; J. A. Kyle and A. J. Marsh, Shenandoah; A. F. Rickey, Griswold; J. W. Shambaugh, Clarinda; J. B. Wray, Creston; E. Reichart, Farragut; B. C. Rogan, Elliott; Henry J. Reynolds, Nodaway; J. S. Wright, Bradyville; J. Gault, Creston; D. Gault, Cromwell; S. T. Rohde, Randolph; J. D. Young and J. T. Irving, Anita; J. R. Graham, Hastings; G. J. Liljedahl,

Essex; A. J. Chambers, Hepburn; F. McBride, Hamburg; H. A. Noble, Watson, Mo.; O. H. Bayles, Watson, Mo.; Ed. F. Rose, Coin; J. C. McKee, Blanchard; W. S. Washer, Atchison, Kan.; P. Ehlers, Minden; N. C. Nelson, Essex; W. F. Johnston, Fontanelle; W. H. Harbor, Henderson; T. J. Young, Macedonia; N. M. Turner, Cumberland; C. F. Davis, Pacific Junction; J. W. Sexton, Big Water; H. A. Van Schoick, Elliott; T. J. Gwinn, Norwich; W. C. Bayles, Mt. Pleasant; E. C. Kayton, Strahan; J. A. De Cou, Woodbine; W. G. Sherman, Riverton; T. D. Lincoln Brooks.

#### JOHN J. McCaffrey.

John J. McCaffrey of Pittsburg, Pa., died at his home on March 23, after an illness of several months. He was in his fortieth year. As the head of the receiving firm of Daniel McCaffrey's Sons, he was well known throughout the middle West as one of the leaders in the grain, flour and especially the hay trade of that city and vicinity. He was, in fact, vice-president of the Pittsburg Grain and Flour Exchange at the time of his death; but, while he had large dealings in grain and flour, his specialty was hay, and among those interested in the Exchange he was known as the "Hay King" of Pittsburg. As Daniel McCaffrey's Sons are probably the largest dealers in hay in Pittsburg, the head of the firm naturally took an active interest



JOHN J. McCAFFREY.

in the National Hay Trade Association, of the board of directors of which he was a member. He had an abiding faith in the commercial value of that Association, and his prominence in that work as well as the scope of the firm's business made him one of the best-known men in the hay trade in the country.

Mr. McCaffrey was a native of Pittsburg, having been born in the sixth ward, now the heart of the business city. He was educated in the city schools, and at the Western University of Pennsylvania. On the death of his father, Daniel McCaffrey, fourteen years ago, he and his brother assumed charge of the business, which was founded in 1867. The father has built up a fine business, but it has been greatly extended since that time by the sons. His personal character endeared him to many friends, both in the city and in the trade generally, while among his strictly business associates he was held in the highest esteem.

He leaves a widow and four children, as well as three brothers (James F., William A. and Joseph A.) and four sisters.

The prison warden at Walla Walla, Wash., ceased receiving orders for grain bags for this season on March 31. The orders exceeded the ability of the prison to fill them.

A Chicago paper says that Charles Loveless, a farmer living near Clarksville, Ind., drew to town a load of 157 bushels and 44 pounds of corn in a box 82 inches deep, and five feet wide, above the standards. He drove two horses weighing about 1,300 pounds each.



# COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade, on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## FARMERS HELD THEIR WHEAT.

*Editor American Elevator and Grain Trade:*—The grain business has been rather dull in this section the past winter. Farmers were inclined to hold their wheat for higher prices, but some of them are getting out of patience and are now marketing their wheat. Feeders consumed most of the corn raised here last season.

Yours truly, C. E. GALLAGHER.  
Wausa, Neb.

## PURCHASED AN INDIANA ELEVATOR.

*Editor American Elevator and Grain Trade:*—The Leesburg Grain & Milling Co. of Leesburg, Ind., have purchased the Charlie Elevator at that place and will operate both elevators under the management of P. M. Thompson, in connection with their new flour mill at that place, which has been running a little over a year under the superintendency of H. E. Kinsey.

Respectfully, S.

## MEASURED WEIGHTS ARE CORRECT.

*Editor American Elevator and Grain Trade:*—In a communication on page 403 in your last number, suggesting a "grain line" for cars, I notice that the writer states that "the amount by the measurement rule may not come within 50 or perhaps 150 bushels of the correct amount."

Twelve years' experience has proved to me that whether it is 100 or 1,000 bushels to be measured, it is as correct as weighing out of hopper or over wagon scales, when compared with destination weights.

Yours truly, FRED. P. MILLER.  
Chetopa, Kan.

## RAILROADS SHOULD PAY RENT FOR ELEVATORS.

*Editor American Elevator and Grain Trade:*—We believe that the railroads should pay a fair and just rental for the use of elevators. They furnish stock yards for stockmen and warehouses for other freight, while we, who furnish them with the bulk of their business, have to build our own elevators. When cars are scarce we have to furnish storage room and take our chances on the market going lower, which it almost invariably does. Last December we had 30,000 bushels of corn on our hands that had accumulated in that way, and we had to stand a 2-cent drop.

Yours truly, FRANK THOMANN.  
Summerfield, Kan.

## CAN ALWAYS LEARN SOMETHING.

*Editor American Elevator and Grain Trade:*—I beg to inclose you herewith my check for \$1, for which kindly renew my subscription for the coming year to the "American Elevator and Grain Trade."

I have no hesitancy in renewing my subscription, as I believe your paper is worth four or five times the amount you charge. Each number is very interesting, and no matter how well posted a grain man is, he can always learn something from each of your issues. It is my intention to continue taking your paper indefinitely.

Yours truly, G. H. CONANT.

## RAILROADS SHOULD DISTRIBUTE CARS FAIRLY.

*Editor American Elevator and Grain Trade:*—Our opinion is that, when the question of whether or not the railroads should pay the grain men a rental for their elevators is thoroughly discussed, there will be found to be two sides, and that they are about a stand-off.

There is a tendency for all of us to think that the other fellow's business is "hogging" the one we are in. We think the railroad companies ought to distribute their cars as nearly equal as possible to all stations in proportion to the amount of grain there is to ship, regardless of competitive points.

In other words, they should treat every man alike, rich or poor, big business or little, at all points on their roads.

Very respectfully, JOHNSON & KYLE.  
Erie, Kan.

## THE OLD CARLOAD MINIMUM SHOULD STAND.

*Editor American Elevator and Grain Trade:*—With regard to minimum weights required of shippers by the railroads, years ago the minimum load in car lots was 20,000 pounds. Later on it was changed to 24,000 pounds. This has worked satisfactorily to all classes of shippers.

It does not seem possible that these common carriers would require a shipper to load more grain in a car than its bulk will permit.

Thus far we have had no reason to kick on our line of roads in Southeastern Kansas. Would say emphatically, however, that for the benefit of the buyer of limited means, 24,000 pounds in a 34-foot car and 30,000 pounds in a 40-foot car should remain the minimum weight.

Have written our state representative and senator about the advance in rates on hay, etc. Would it not be well for you to urge that these abuses by a growing lot of monopolies be attacked by shippers heavily and "with both feet?"

Yours truly, FRED. P. MILLER.  
Chetopa, Kan.

## IS OPPOSED TO TRACK BUYING.

*Editor American Elevator and Grain Trade:*—I think if we could do away with track selling and get the railroad companies to give all dealers equal rates, the grain problem would be solved and the scoop-shovel man would not be known in the business in a very short time.

It does seem to me that, with as many organizations of grain men as we have all over the grain states, more could be done toward adjusting rates if they would try. It is the grain men's fault that the track buyer does business. If shippers were all like me, they would buy their grain in the market or not get any. We as grain men would make more money and give the commission man a chance to live. I consider the commission man the shipper's friend. He will do the best he can to make money for the shipper, while the track man, as a rule, will try to make the grain grade as low as possible, as nearly all of them have elevators to clean and mix their grain in, and it is to their advantage to have No. 3 corn or wheat grade No. 4.

The railroads deal death to the small dealers in every way, and if there is not something done soon for the small elevator man his day for making a living will be past and his property worthless. I hope the time will come soon when all grain men will get together and say to the railroads, give us our rights. If they will do that, we will get them.

Yours respectfully, KANSAS DEALER.

## RAILROADS SHOULD PAY A RENTAL.

*Editor American Elevator and Grain Trade:*—We think all railroads should agree to pay a fair rental per bushel for all grain handled through elevator up to a certain standard set by the railroad companies. Let them stipulate that, when a house falls below, say, 10 cars per year, they will cease to pay rent.

This would stop about all track loading and, we think, would work better than to pay a rebate or otherwise compensate the elevator men. There is not a particle of doubt but what the railways can and should pay for this service in the West just as they do at Buffalo, Duluth, New Orleans, etc. If they can build or rent elevators or otherwise pay for unloading and storing their grain at terminal stations, they can legally and justly pay so much per bushel or car for taking it in and loading at Western shipping stations.

This could not and should not be called a discrimination, as the railway companies surely get a service performed that is often valuable indeed. There are six elevators in Hartley, Iowa, with a total capacity of 180,000 to 200,000 bushels. Often for days at a time the railway companies are un-

able to furnish one-fifth the cars ordered. If they were compelled to place a car in 24 hours or pay a rental, I think they would soon agree to pay elevator rent. This would, of course, really be a reduction in rates to the elevator men, or an advance in rates to the scoop-shovel loader; at any rate, it would surely accomplish the object.

Yours truly, HARTLEY GRAIN CO.  
Hartley, Iowa.

## DRAWBACKS OF THE RENTAL PLAN.

*Editor American Elevator and Grain Trade:*—It seems to us it would be only fair for a railroad company to pay a reasonable rental to the owner of an elevator when grain accumulates for want of cars, inasmuch as the elevator that has the smallest capacity always has the best chance to get cars to keep it running. If we were all served alike without regard to capacity of our houses, we would have no kick coming.

If the railroad companies had to pay elevator rent it might lead to misuse in many cases. Furthermore, they surely would have the right to insist on our taking the cars whether we wanted to ship just then or not, and we might get the worst of it after all.

Yours truly, LESSEN & LANGE.  
Northville, S. D.

## TWO THINGS THE RAILROADS SHOULD DO

*Editor American Elevator and Grain Trade:*—In regard to the question of the railroad companies paying a reasonable rental for elevators built upon their right of way, will say that I think elevator owners are entitled to more consideration at the hands of the railroads than they now receive, especially country elevators that have no large terminal connections.

I hardly think that the railroads should be required to pay an annual rental for the elevators, but I do think that where a man puts his money into a country elevator for the purpose of buying and shipping grain during the rush of the grain season when the railroads cannot furnish cars they ought to pay the elevator owner a reasonable storage on the grain until such time as they can furnish cars.

I do think that by all means the railroad companies should either have a man to weigh out the grain from the elevators or take the weights of the elevators, and deliver the same amount at destination. I think this is right and ought to be done.

Respectfully, C. W. GILLAM.  
Windom, Minn.

## SOME ASPECTS OF THE RENTAL QUESTION.

*Editor American Elevator and Grain Trade:*—As to the obligation of railroad companies to pay to elevator proprietors a rental for the use of elevators on their respective roads, the idea is a new one to me. It would simply reverse existing conditions.

While I would feel under obligations to thankfully receive any rental the railroad company might offer—my elevator standing on their grounds—I cannot, in sober earnest, ask such a thing. To be sure, our elevators are used exclusively for storage of grain for shipment over the lines of road on which they are located, but when grain is shipped the profits—if there are any—are ours and not the railroad company's.

The railroad companies furnish free storage for many lines of business, and would for us if we were shipping a few sacks of grain and would haul them to the depot. Does a manufacturer ask a railroad company to supply storage room for all his product and take shipments as he sells the goods? No. He loads the cars from his own storehouse, and if cars are scarce he waits just as we do.

I don't think there is much discontent among elevator men on this score, but if you really want to do a benevolent act, one that will cause all elevator men to sing your praise, and insure that your grave be forever kept green, just induce the railroad companies to either furnish cars as we need them, or pay us what we lose on contracts we cannot fill for want of them.

Again, the railroad companies charge us now from \$5 a year up for the ground our elevators stand on,



and we cheerfully work hard to draw trade from other roads, often making less out of it than the railroad does. If they will excuse us from paying the ground rent which they now demand, and which looks like pretty small potatoes for a railroad company to ask, I for one will not ask them any rental for stored grain.

Respectfully,  
MILFORD, ILL. EUGENE F. JONES.

#### FARMERS' SHIPMENTS SHOULD BE STOPPED.

*Editor American Elevator and Grain Trade:*—The subject of shipment of grain by farmers is certainly of interest to me at the present time, as I have only recently bought out the grain business at this point and hope to see the business remain in the hands of the proper business men as heretofore.

It seems to me that the commission men in the cities are largely to blame for this condition. I know of several firms, claiming to belong to the Board of Trade, that are furnishing market quotations and sending bids direct to farmers. I have threatened to expose one of these firms by notifying their competitors, since which time they have evidently been more cautious.

I believe these firms ought to be exposed to the trade through some medium like yours, as at one station they solicit shipments from the farmer and at another they have the cheek to ask the regular buyers for trade. I think the grain buyers ought to organize and have a close union with the Board of Trade and keep a man to watch such shipments at the receiving point, and if the consignee is a member of the Board he could easily be held in check by fear of losing the regular trade. The country dealer could notify the Chicago or Milwaukee party at once when grain shipments were made by farmers, giving the car number and road, and the man at the other end could easily find out who received the car, and then the organization could act accordingly.

The farmers' shipments thus far from this part of the state are not large but I fear they are growing and will continue to do so unless some action to prevent same is taken.

IOWA DEALER.

#### EXPLAINS A TRANSACTION.

*Editor American Elevator and Grain Trade:*—In your issue of February 15, we notice communication from J. C. Besier & Co. in reference to transactions with this firm. We beg to state the case exactly as it is, as the communication, as we read it, from Messrs. Besier & Co., is misleading.

Last fall we bought 20,000 bushels of No. 3 corn from these gentlemen, for Newport News delivery and Indianapolis inspection. Most of the corn graded No. 4, but one car graded a very bad No. 4, and at the time it reached Newport News it was in a heating condition and practically worthless. The cars that graded No. 4 we applied on contract at the smallest difference possible, and this car, which was totally out of condition, we accepted on contract at 3 cents discount, taking it as No. 4 at Indianapolis, while at the same time the discount that was made us at Newport News was 13 cents a bushel, but as we had purchased it subject to the Indianapolis inspection, we held that Messrs. Besier & Co. were not liable for the Newport News discount.

We notice that they refer to a shortage of 74 bushels. We beg to state in this connection that, in order to place the car in condition at Newport News, so that it would bring any price, it was necessary to clean it and screen it, and in doing this there was a loss of 74 bushels, but we paid Messrs. Besier & Co. for this 74 bushels, immediately upon investigating the matter and finding out where the shortage occurred, at the regular market price, less the 3 cents a bushel discount.

We have no control over the elevator at Newport News, nor over the inspection department at Indianapolis. The only contention that we had with them was that there was a great difference in No. 4 corn. There might be some that was a liner between No. 4 and No. 3, and it should certainly not have the same discount as No. 4 corn that was rejected. At the same time, we agreed with them

perfectly that the settlement should be based upon Indianapolis inspection, and not upon Newport News, as that was the terms of the contract, and as it turned out it was very much to their benefit.

Respectfully yours,

MUNDAY-SETTLEMIRE CO.

LITCHFIELD, ILL.

*Editor American Elevator and Grain Trade:*—Since we wrote you in regard to the Munday-Settlemyre Co. deal, they have arranged this matter satisfactory to us.

Yours truly, J. C. BESIER CO.

#### RELATIONS OF GRAIN DEALERS AND RAILROADS.

*Editor American Elevator and Grain Trade:*—In regard to the obligation of railroad companies to store grain, I think a better plan would be to compel them to furnish cars whenever called upon.

As I understand it, they are not obliged to furnish storage room for other lines of business, but they are obliged to receive goods for shipment. Therefore they prepare cars enough so that they can furnish them when wanted rather than to store the goods. On the other hand, they have discovered that the grain men who have elevators will store the grain whenever the railroads refuse to furnish cars, consequently they take the advantage which this opportunity presents, which is very natural for a railroad company.

We grain men are too timid about going after them as we should when they violate the law, and

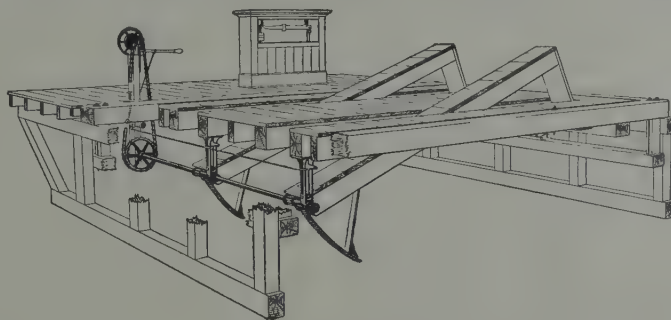
nut streets, Cincinnati, Ohio, a warehouse at Covington, Newport, and Milldale, Ky., all of which goes to show that Cincinnati is not out of it in the grain and hay business, but, on the contrary, very much in it. It takes enterprise, push and hustling to succeed in the grain and hay business in Cincinnati, as well as anywhere else, but as Messrs. Henry Heile & Sons have a good stock of all these requirements on hand, there is no reason why their new investment should not add to their already large and successful business.

Respectfully yours, CINCINNATUS.

#### THE EVANS WAGON DUMP.

The inventors of the Evans Wagon Dump, Messrs. Moulton & Evans of Minneapolis, Minn., designed it especially for heavy duty. The purpose kept in view in designing and perfecting it was to combine all the necessary elements of safety and control with simplicity of construction, avoiding the expensive and cumbersome timber work which dumps designed for handling the heavy loads of grain drawn in some parts of the country have hitherto required. An examination of the accompanying outline illustration in connection with the description which follows will doubtless convince the reader that the inventors have been successful in accomplishing their purpose.

The pivoted iron supports under the ends of the dump rails, shown in the foreground, are operated



THE EVANS WAGON DUMP.

it is not at all strange that we are a little shy of them so long as conditions remain as at present. The proper thing for grain men all over the country to do is to get together, and instead of each one trying to run every other man out of the business by toadying to the railroad companies for favors, let them work together for the interests of all. Then whenever they are really mistreated by a railroad they should give that company to understand that they know their rights and that the company must respect them.

Yours truly,

T. N. FOX.

SINCLAIR, ILL.

#### CINCINNATI FIRM BUYS ANOTHER ELEVATOR.

*Editor American Elevator and Grain Trade:*—Messrs. Henry Heile & Sons of Cincinnati, Ohio, have purchased the grain elevator located on the L. & N. Railroad at Latonia, Ky., erected about six years ago by the Morgan-Dye Co., which firm went into liquidation shortly after the completion of the building. It is, therefore, comparatively new, having been used but a few months. This is the point at which the L. & N. R. R. does all its transferring of grain and hay, and the elevator now being in operation will facilitate matters, so there will be no delay in the railroad company's transferring, which in all probability will be handled through the elevator.

Messrs. Henry Heile & Sons are fitting up the building with new and modern machinery in the shape of cleaners, clippers, driers, etc., besides putting in complete milling machinery for making corn goods. The capacity of the elevator is about 300,000 bushels. To the elevator will be added, as soon as possible, a hay warehouse, with storage capacity of two hundred cars.

This makes five warehouses now being operated by this firm in Cincinnati and vicinity. They have a large elevator and warehouse at Water and Wal-

by a crossrod which is connected with a weighted bell crank lever, so arranged that when in normal position the supports form a self-locking device under the ends of the rails. The latch is thrown out of engagement at will by the operator pressing his foot on the treadle, which is shown extending up through the floor.

Besides the hand wheel for operating the lowering mechanism, there is a strong band brake under the control of a lever of good length. The operator can lower a heavy load part way and lock it in position until it is desired to lower it further, to discharge the balance of load, thus facilitating the work of unloading and reducing the liability of wasting grain.

The guards extending downward from the front ends of rails prevent the horses from stepping back into the openings left by the ascending rails, or being struck by the ends of the descending rails as the wagon resumes a horizontal position.

The Evans Dump replaces the large and perishable woodwork formerly necessary with a simple and durable iron construction. It has been thoroughly tested in actual work by such elevator builders as the Barnett & Record Co. and D. A. Robinson of Minneapolis, and they have adopted them for their future work.

Among the strong points of excellence which the makers of the Evans Dump claim it has demonstrated in actual use are the following: Safety, as secured by the perfection of the controlling devices—the self-locking device, the frictional brake, heavy steel segments, which are warranted not to break with any load of grain; also the protected ends of rails, all of which unite to reduce the elevator man's bills for damages to wagons, horses and scales. Second, the economy in cost of construction and maintenance, and of time and labor for both elevator man and farmer. The space under dump and scale, being open, is accessible



for cleaning out any grain that may leak through the platform, and also avoid obstruction of the scale levers.

Those desiring a further description of the Evans Dump and price of same complete with hardware and working drawings, and memorandum of lumber required for erecting in connection with any dump scales, can secure same by addressing the manufacturers, Moulton & Evans, 307 Corn Exchange, Minneapolis, or the Link-Belt Machinery Co., Chicago.

### E. H. WOLCOTT FOR SENATOR.

E. H. Wolcott of Wolcott, Ind., has been nominated by the Republicans as the party candidate for state senator in the district composed of White, Newton and Jasper counties. The district gives



E. H. WOLCOTT, WOLCOTT, IND.

normally about 1,000 Republican majority. It will be gratifying, therefore, to the grain trade of Indiana to contemplate the probability of so excellent a man as Mr. Wolcott appearing in the legislature of that state; and it is pleasing to note that among Mr. Wolcott's most ardent supporters for this nomination were Messrs. McCray, Hartley, Lyon, Essen, Foresman and other grain men of the district. Mr. Wolcott, if elected, will not disappoint his friends, and will be a most desirable addition to the capable men in the Indiana assembly.

### THE BUFFALO GRAIN SHOVELING AGREEMENT.

At daylight on March 16, after an all-night session, the representatives of the Lake Carriers' Association and the 'Longshoremen's Association came to an agreement on the subject of grain shoveling at Buffalo. As outlined in these columns last month, the agreement contemplates the employment of the grain shovelers direct by the Lake Carriers' Association, and not through the mediumship of a contractor, as heretofore.

The carriers will deal with the men through a superintendent, T. W. Kennedy, who is to be an employe of and paid by the Lake Carriers' Association. His compensation is \$5,000 a year, and he is furnished with such office help as may be necessary. In conference with the president of the local union he appoints the boss scoopers, and in case of a disagreement as to such an appointment the matter is referred to an arbitrator, D. J. Keefe. The superintendent, however, has the right to discharge a boss scooper for cause, and the discharged man may appeal to the arbitrator for a final decision. Each boss scooper is to act as time-

keeper, and his compensation is to be deducted from the pay of the men.

The men are to be paid \$2 per 1,000 bushels, with \$3 per 1,000 bushels for Sunday work, and are to receive their pay at the elevator or at a convenient office, and not in a saloon. It is mutually understood that no saloon or political influences shall be allowed to enter into the situation. The men are to act for themselves through their own association and are to at all times furnish sufficient men to handle the business offered. The distribution of the men is to be entirely in the hands of their association.

Several hundred members of the grain shovelers' union at Buffalo met in the evening of March 20 to ratify the agreement with the Lake Carriers' Association. The report of the men who represented them at the conference with the lake carriers was received with enthusiasm and the men expressed themselves generally as being well pleased with the new arrangement.

The first scooping of the season under the new agreement was done March 24, when the schooner Frick was unloaded of 260,000 bushels of flaxseed, for which the men received \$520. It is estimated that 4,000,000 bushels of last year's grain are in vessels at Buffalo, and all this will be unloaded by the men at the new rate.

The Lake Carriers' Association has authorized Superintendent Kennedy to rent steam shovels for this year at \$1.20 per 1,000 bushels, the same rate as that paid last year by the grain contractors.

### A VISIT TO THE HESS PNEUMATIC GRAIN DRIER AT THE IOWA ELEVATOR, CHICAGO.

A Twelfth Street electric car from the city will reach the Iowa Elevator in the elevator district, at Fourteenth Street and the river, Chicago, in about 15 minutes. This district is wholly given over to mammoth grain elevators, which look the more colossal as they rise at intervals with no intermediary buildings to lessen the effect of their superiority.

At the end of the Iowa Elevator is a good sized brick building, which contains the Hess Drier. It was built last year and has a capacity of drying 9,000 bushels of grain every 10 hours. Substantially it is divided into three floors or rather chambers, the first containing an automatic Atlas Engine, the second being the cooling and the third the heating chamber. The drier is operated independent of the elevator, and grain for drying is drawn into the 800-bushel hopper at the top of the drier by an elevator leg having a capacity of 2,000 bushels per hour.

A look into the drier while it is in operation is an interesting one, showing as it does the ingenuity required to perfect a machine that would condition grain successfully or in other words illustrating grain drying as a fine art.

From the hopper, which rests on iron supports running into the walls of the building, the grain falls into metal shelves or racks, of which there are 2,800 in the dryer. It is here subject to a treatment of hot air under  $\frac{1}{2}$  ounce pressure from the fan which drives it out through the grain, and thence up through the ventilator at the top and out of the building. The hot air is supplied from 8,400 feet of 1-inch steam pipe, located just back of the grain racks.

The operator stands on a grating between the cooling and heating chamber and when the grain is properly dried, by means of a lever allows it to fall into the cooling chamber. While falling its place is taken above by damp grain from the hopper and the entire process of transferring the grain from the heating to the cooling chamber and refilling the vacated shelves with damp grain occupies just 46 seconds. The air for cooling the grain is drawn by the blowers through the windows on this floor and becoming warm in passing through the heated grain is taken into the steam coils and does duty again in drying the grain in the heating chamber. There is, therefore, no waste, as all the

heat from the cooling grain is utilized. When thoroughly cooled the operator allows the grain to fall into the hopper below and from thence a special leg conveys it back into the elevator.

Timothy, flax, buckwheat, barley, corn and wheat may be dried in the racks without any change, as the racks are self-cleaning and the machine may be changed from one grain to another without even sweeping out. The blowers for drawing the air through the grain have a capacity of 35,000 cubic feet every minute.

The Iowa Elevator is owned by the Chicago Railway Terminal Elevator Company, and has put large amounts of grain through the drier since its construction.

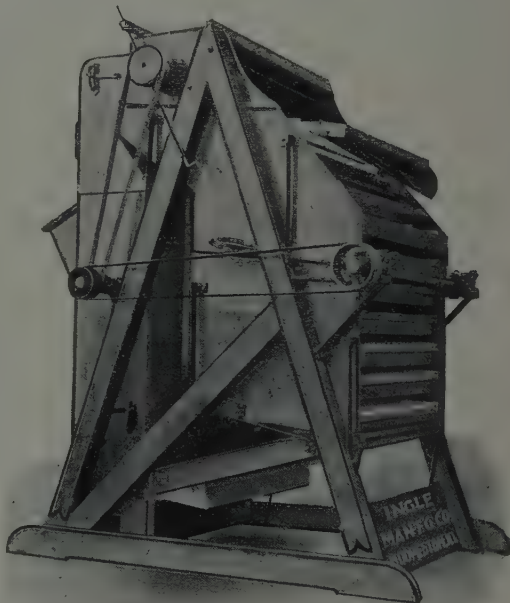
### THE BIRD SUCCOTASH MILL.

The accompanying illustration shows the Bird Succotash Mill, made by the Ingle Manufacturing Co. of Hoopeston, Ill. It is one of the several machines which constitute the Bird line of grain and seed cleaners and separators which is proving very popular.

The special work of this succotash mill is the separating of wheat from oats. This work it is said to perform very rapidly and in a superior manner. Like the other Bird machines, it has a triangular frame, thus giving it great compactness and rigidity. While it has double the screen surface ordinarily used, all shoes are hung so that they counterbalance, thus doing away with jar and strain on the building.

A force feed in the hopper distributes the grain evenly along the screen, thus aiding the air current to relieve the grain of all the dust and trash that commonly clogs the screens and hinders them in performing their work.

All light particles of grain taken out can be caught, if desired, and spouted away separately.



THE BIRD SUCCOTASH MILL.

The oats are separated from the wheat principally by the scalping process, at one end of the mill, while the wheat is delivered at the opposite end, and both in a convenient position for spouting. All the dust and heavier particles of dirt having been either scalped or blown out, the grain is discharged in a very clean condition. As a suction fan is used, all dust produced by the machine is drawn off.

The makers of this machine believe that it possesses valuable features all its own, and they will be glad to give further information about this particular machine or any other in their line. Their address appears above.

Chicago on April 6 received 150 tons of broom corn brush from Hungary. This was the first importation of this product on record.



## NEW ELEVATOR CONTRACTS.

A. L. Searle, manager of the Peavey elevators, announced on March 20 that the contract had been let for the construction of a concrete elevator at Duluth to have 3,750,000 bushels' capacity, to be completed by September 15. A great deal has been said of the "concrete" elevator, and its construction has several times been announced as begun, but this is the first strictly official statement on the subject. The contractor is C. F. Haglin of Minneapolis, who recently returned from an inspection of elevators of this type in those parts of the European Continent where they are to be found. In Copenhagen he found one with the outside bins of concrete, the rest of the house being of wood. In Brunswick he saw the plans of a 1,000,000-bushel concrete elevator, to be built at Venice, by the government. In Hungary and Roumania, however, he found the cement elevator more in evidence—one at Braila, completed in 1882, and one at Galatz, each with a capacity of 1,000,000 bushels. Smaller houses of this sort are quite numerous in this part of Europe. The Duluth elevator will be a series of honeycomb bins of concrete, ninety feet high, and grain will be moved from them to the working house at the rate of 50,000 bushels every hour. With elevators in use and under construction in the Duluth-Superior harbor, there will be a total of 32,000,000 bushels' grain-storage capacity.

Competitive plans for rebuilding, in fireproof construction, the Husted Milling & Elevator Co.'s elevator at Buffalo, N. Y., were submitted last month and the contract was awarded to the Macdonald Engineering Co. of Chicago, their plans being accepted.

The plant will occupy the site of the building burned in December, using the old power plant. The elevator will have a capacity of 250,000 bushels, and will be built almost entirely of sheet steel. It is expected that the fire risk will be placed at about 25 cents, as against \$3.00 on the old building. The company does a large milling, clipping, cleaning and drying business, and the special machinery needed will be housed in a separate fireproof building. There are many new and desirable features incorporated in the plan, to which a more extended notice will be given at a later date.

The New Jersey Riparian Board has authorized the lease to Edward F. Cragin, formerly of Chicago, of a tract of submerged land between Bedloe's and Ellis Islands, on the Jersey side of New York Bay. It is 2,200x2,500 feet in size, and, as it is announced, will be used as a site for grain elevators. The purpose is to create here an island with docks for ocean steamers, with elevators reached by the railway from the West, crossing to the island on bridges. The lease is for 999 years, at a rental of \$1,000 a year for the first five years, payable yearly in advance; \$7,500 per year for the next fifty years, payable semi-annually; and \$20,000 for the remainder of the term, payable semi-annually.

The contract for the new elevator of the Halliday Elevator Company, at Cairo, Ill., was let on March 31, to John S. Metcalf & Co., engineers and elevator builders of Chicago, in competition with five other builders. The same firm had previously made the plans and specifications. Piles have been driven, and the foundations are now nearly completed. The elevator, which will have 500,000 bushels' storage capacity, will be running about the end of July.

Among the improvements of the B. & O. R. R. terminal at Chicago, it is announced, will be the erection of a grain elevator this season in the South Chicago district. The B. & O. will double-track the Chicago division this spring and summer and spend an immense amount of money in general betterment of the property.

It is announced by a Kansas City contractor that plans have been made for the erection in that city of a big bonded warehouse, and in connection with it a series of ten steel grain tanks of 100,000 bushels' capacity each. The company owning and operating

the business will act as general warehousemen and shippers' agents.

## THE DAVIS GASOLINE ENGINE.

Gas and gasoline engines possess so many points of convenience and economy to the majority of grain elevator operators that no other kind of power is for a moment seriously considered, unless perchance the power requirements are large and the fuel supply cheap and plentiful.

But there is a difference in gasoline engines, not alone in their cost, but in their working principle and mechanical construction, which has much to do with their economy, durability, steadiness and safety.

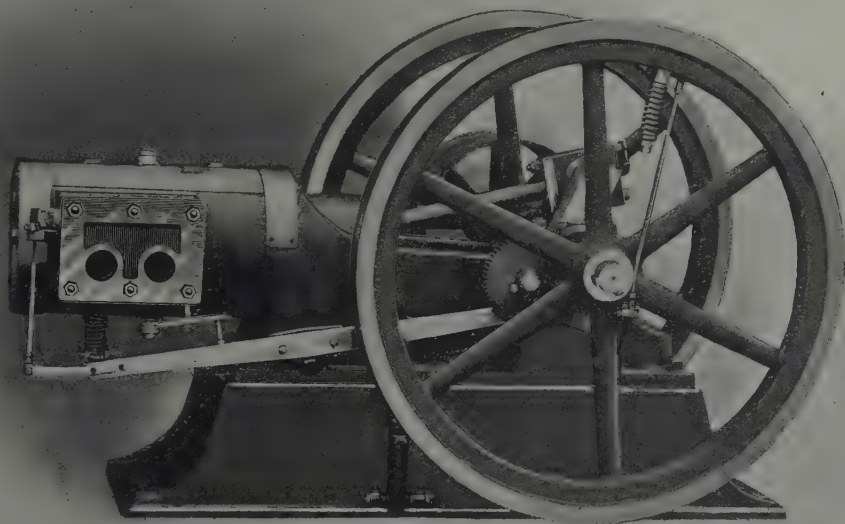
The Davis Engine, which is shown in the accompanying illustration, is noted for its simplicity of construction and its high degree of mechanical perfection. Few and simple are its working parts,

or other parts that need frequent attention or renewal. The governor, operating in connection with the Solid Lock Admitting Valve, regulates the number of explosions in proportion to the load the engine is carrying.

No carburetor or vaporizer is used in connection with the Davis Engine. The oil is positively pumped from the tank, and does not flow to the pump from the tank by gravity, as is commonly the case. Both electric and hot tube ignition is employed, the Davis Patent Electric Igniter being an especially desirable and durable one.

The Davis Engine is also made in portable form for operating corn shellers, etc. It is a very substantial affair, built entirely of iron and steel.

The Davis Gasoline Engine is no experiment, as thousands of them are in use for all sorts of power purposes, and its makers, the Davis Gasoline Engine Works Co. of Waterloo, Iowa, can not only furnish full information to prospective purchasers,



THE DAVIS GASOLINE ENGINE.

yet it is perfectly governed and gives full power for every drop of fuel used.

The extra heavy forged steel, turned and polished crank shaft, without weld or joint, runs in long, heavy quarter boxes. With these boxes the wear can always be completely taken up, insuring perfect alignment and a steady, even-running machine.

The cylinder head is stepped and fitted tight with recess in the cylinder, making a joint that cannot leak. Over this is fastened a cover which forms the cylinder head water jacket, and permits of an extra large circulation of water. The detachable water jacket surrounding the cylinder is also a desirable feature.

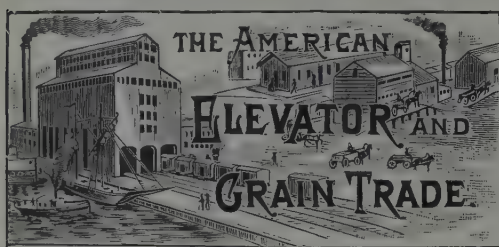
Strong claims are made for the vertical poppet valves used on the Davis Engine, as they are said to be positive in motion and always under direct control of the governor. The admitting valve is automatically locked and opens only at the proper time to let in the charge, and no gas or gasoline can be drawn into the cylinder to be blown out through the exhaust pipe. Both the admitting and exhaust valve chambers are thoroughly water jacketed.

The Davis Automatic Governor has its weight placed in the rim of the flywheel, thus giving it the utmost sensitiveness. It has no delicate spring

but they also furnish purchasers with plans for foundations and give complete and practical information about all connections, operating the engine, etc.

The London Corn Trade Association announces new rules now in force for determining the natural weight of wheat at port of discharge, which are in substance as follows: When the natural weight is guaranteed, samples of one or two bushels shall be taken and sent to the Association to be officially weighed as soon as possible, and a certificate issued showing the mean natural weight per bushel, said certificate to be binding between the parties. Rule III provides that "1 per cent off natural weight guaranteed at time of shipment shall be allowed for decrease of weight during the voyage. Any deficiency in weight beyond this shall be allowed for on the following scale, viz.: One and a quarter per cent off contract price per pound per bushel up to 2 pounds English. Two per cent off contract price per pound per bushel beyond 2 up to 4 pounds English. Fractions of one pound (counting ounces) in proportion. Any decrease of weight beyond 4 pounds English to be at the discretion of arbitrators." It is further provided that "the natural weight of the sound portion of the cargo or parcel shall be taken as the natural weight of the whole."





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## ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

## CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., APRIL 15, 1900.

Official Paper of the Illinois Grain Dealers' Association.

## THE CULLOM BILL HANGS FIRE.

Although during the past month the Senate Committee on interstate commerce has heard arguments in support of the Cullom bill, amendatory of the interstate commerce act, and therefore there seems some ground for the hope that Congress will do something, nevertheless even the sanguine have nearly abandoned the expectation of seeing the bill put on its passage through this Congress.

At the committee hearing of March 30 James M. Langley of the Merchants' Association of New York, representing 35,000 of the largest business houses in the United States, asked, as their representative, that the hands of the Commerce Commission be strengthened, since, he said, shippers are "as much at the mercy of secret rate harpies now as in 1887." Mr. Dousman of the Chicago Board of Trade and E. P. Bacon of the Milwaukee Chamber of Commerce spoke on the same day as representatives of those two western exchanges. Both gentlemen charged the railways with making cheap rates to certain large shippers of grain and corporations and discriminating against others, and said the exchanges favored giving the Commission the power to fix rates. F. J. Chadwick of the Chicago Commercial Association, as well as representatives of the Winter Wheat Millers' League, were also in Washington about the same time on the same errand.

The demand for reform of the interstate commerce law is universal in business circles, some of the railways alone expected. That the bill drags so inordinately under the circumstances shows how superior the "politics" of the senators are to the interests of the public as a

motive of their action. For this reason conservative observers now predict that the exigencies of politics will throw this most important measure to the rear to give right of way to some other topic that contains more elements of politics and less of annoying debate. Nevertheless, shippers should not cease to importune their state's senators, not once, but frequently, to do something, and do it quickly. The importunities of grain dealers and their neighbors—the farmers—would be particularly effective at this time.

## THE ASSOCIATIONS AT WORK.

When Governor Shaw, talking to the grain dealers of Iowa, at the recent meeting at Des Moines, said, in substance, that members of a given trade will meet together once a year to pass resolutions and then go home and forget all about them, he stated a familiar truth. The western grain dealers' associations have, however, passed beyond that stage of organization. The new Iowa association is evidence that in that state, hitherto unorganized save in the Southwest and Southeast, and in a perfunctory way in the Northwest, the dealers have come to realize that not to organize is a sure way to perpetuate trade evils and to obliterate their profits. Out in Kansas, in Nebraska and in Southwestern Iowa, as reports published this month of the annual meetings show, dealers have demonstrated, in their experience of a very few years of association work, that organization has been the salvation of a business which cut-throat buyers and receivers had all but destroyed and which the organizations are now conserving, with undoubted benefit, not only to the dealers themselves, but to the farmers and railways, between whom the dealer stands as the proper servant of both. The business of marketing grain is as distinctly separate from that of growing it as is the art of dressing lumber from the work of felling the tree, and organization to protect the legitimate and honorable grain dealer from trade sharks is now recognized by all farmers whose good opinion is worth courting as entirely legitimate and beneficial to the farmer himself.

The western associations are perhaps the most successful of all, because the obstacles in their way were greatest. Their flourishing condition is evidence of keen management, on sound business lines, by practical men, who are working out their own state problems in their own way, on lines that are necessarily more or less local in character, to meet local conditions. The new Iowa association will no doubt work out the salvation of its members in the same way, when it finds the right man for secretary—a man who has Kipling's admiration for the spirit of doing rather than of endless talking of what he intends to do, in imitation of some other successful secretary's work sometime and somewhere and somehow. The weakness of many trade organizations is that they depend on the notion Governor Shaw ridiculed, to wit, that resolutions, forgotten as soon as one is home, can do the work they want to have done. They forget the personal equation, that all reforms are the results of individual endeavor—work and not good intentions laid on the shelf annually until next season's resolving

times comes round to wake them out of a "dream of peace."

## A COÖPERATIVE ELEVATOR.

The Farmers' Incorporated Coöperative Society of Rockwell, Iowa, having recently acquired an additional elevator in a neighboring town and thus come into touch with a "line" company elevator, has been receiving not a little advertising as a successful farmers' coöperative society for handling grain. Apparently the praise is well deserved, but investigation discloses the important fact that, in addition to having a wise manager in the elevator itself, the Society has had the benefit of the advice and restraining hand of a wiser man, who has thus far been able to impress on the stockholders the importance of doing business on business principles. This happy combination has kept the Society going in spite of the apparent determination of its members at divers and sundry times to wreck it by combining their individual penchant for realizing on business stupidity.

Whether the Rockwell Society's success is the cause, or whether the craze to start farmers' elevator companies is like the whooping cough or the measles, which must have their regular annual run through a community, it does appear that up in the Northwest this spring we again see signs of the coöperative fever among farmers. If these should all be able to supply themselves with the Rockwell type of manager and also with duplicates of the Rockwell Society's mentor, regular elevator men might feel uneasy. As it is, there is as yet little need for elevator men to withdraw from their "don't worry" clubs on this account.

## FARMERS AGAIN UNEASY.

Now that the other harbingers of spring are being heard in the woods and fields, that interesting chrysalis, the Farmers' Coöperative Grain Growers' Association, up in the Northwest, again shows signs of life. A year ago it started on a campaign for the obliteration of the grain dealer (or middleman), who was to be supplanted by a complete system of local and terminal warehouses, all to be operated by the Association direct. When spring work began the promoters got the "tired feeling" and no more was heard until the other day, when a meeting was held at Grand Forks to organize a branch of the Association. J. A. Hanley, national secretary, delivered the address, in which it was stated that the purpose of the meeting was "the reduction of acreage by 20 per cent and the passage of a resolution for the regulation of wheat prices at \$1 per bushel." Unfortunately, the press reports neglected to give us the details of his plan, which, like so many other good things sprung by bodies of this sort, are buried in "executive session" secrecy.

In the same country another and a newer organization has appeared, called the Northwestern Grain Growers' Association, of which H. V. Poor is lecturer. He tells his auditors that "if one-third of the farmers of Minnesota and the Dakotas would hold their wheat a few months, instead of storing it in elevators or selling it from the thrasher," the price would be raised materially. It is said he has already "thor-



oughly organized" one county of South Dakota and has his eye on no less than three others. When all these counties and Mr. Hanley's Co-operatives proceed to "resolve for the regulation of wheat prices at \$1 per bushel," the shorts will do well to get under cover.

### THE CANADIAN ELEVATOR COMMISSION.

The report of the Canadian Elevator Commission was made public on April 5. The Commission appears to have discovered that the farmers of the Canadian Northwest have some grievances which may be laid at the doors of the elevator men and the railroads, and for which the Commission offers certain suggestions by way of remedy.

The grievances complained of, the Commission say, "arise largely from the protection afforded by the Canadian Pacific Railway Company to elevator owners to induce them to build elevators." This "protection" practically places the shipping of grain at elevator points solely in the hands of the elevator men. In other words, the "scooper" and farmer-shipper are discouraged. Farmers' elevators seem to have no complaints to make of their treatment by the railway company. Now, however this may strike other people, at first blush it looks like good railroading, since the practice relieves the road of the nuisance of scoop-shovel loading and its inevitable delays in the handling of cars. But the Commission say the "protection" to elevators resulted in a "direct loss to the shipper" in 1899 of one cent a bushel. Is this net? If so, one would like to know how this loss is estimated so confidently, and what allowances for shrinkage, miss of grades and the like have been made.

For example, the complaint was made, and is sustained by the report of the Commission, that one pound per bushel dockage is excessive, and yet the commissioners say that they "see no way of suggesting what would be a fair allowance to be taken." Of course not—if it is to be assumed that the farmer's statement of the quality and condition of his wheat is invariably the truth. He would be a remarkable farmer, indeed, who did not maintain the perfection of his own grain for what it purported to be. Yet a sieve might be suggested as a means of determining what would be a "fair allowance" to be taken as dockage. Or was so simple a solution of the problem "overlooked" because one pound per bushel might not prove excessive, after all?

Some acts of extortion are shown to have been practiced, which the Commission hastens to lay to the charge of the elevator employes, and not to the elevator owners, who, as the evidence shows, have not profited thereby. As in the Canadian Northwest the system of "line houses" is developed to even a greater degree than in our own Northwest, this charge of the existence of swindling employes in force sufficient to attract notice becomes an interesting one as a possible cause of further friction here. The temptation certainly is great for the employe to gouge the farmer for his own benefit, and it may be the generic weakness of the "line house" system that such petty thieving is an incident of it, for, paradoxical as it may seem, thieving by employes from the farmers is more

common than by the individual elevator owner, whose business capital, to a degree, is his reputation as an honest man. The Commission suggest that such employes be put under bonds for the "proper performance of their duties."

All the troubles of the farmers, the Commission say, would be solved, so far as law or regulation can solve them, if the railroad would permit the erection of flat houses and would furnish cars to the farmer-shippers at all times on demand, and especially "during the months of October and November, during which months most of the wheat is marketed." If the Commission had but added that the terminal inspection should always be to the shipper's liking, and the freight and handling charges as near nil as possible, with the price always "way up in G," we doubt if anyone could have devised a more satisfactory report.

As it is, while the report may be approved by disinterested public opinion, which in such matters is worthless, it seems to leave the whole question still in the air. The basic difficulty here is the one always existing between buyer and seller—each would like a little the better end of the bargain. So far as this report states an actual condition of things, practically it is nothing much different from that ancient jangle which no sort of theorizing, nor law, for that matter, can permanently put an end to.

### STORING GRAIN IN INDIANA.

Two operators of elevators in Indiana were arrested during the last week of March, on the technical charge of "grand larceny." One was S. L. Myers, proprietor of the Wolcottville flouring mills, lately burned; the other was E. G. Vernon, a veteran grain dealer at Anderson. Both had received grain for storage.

Mr. Myers' mill was burned and the grain with it, which he claims was stored at owners' risk; but the owners "are clamoring for their money." Mr. Vernon has been in business for many years and has enjoyed the confidence of the farmers. He simply made a miscalculation—the wheat market went the wrong way; he was caught short and made what seemed to be a satisfactory settlement with all his creditors. One man, however, who had 580 bushels of wheat in store, demanded the stuff, and this not being forthcoming, the arrest followed.

The honesty of neither Mr. Myers nor Mr. Vernon is in question. They are simply the victims of a system, or a trade practice, that encourages actual dishonesty, and also, sometimes, as in these cases, places honest men in the position of scamps. It is needless to say that such a system, or custom, is something that careful business men should not tamper with, but should abolish without ceremony, as a clog to their legitimate business, and a threat to their reputations should business reverses come to them.

It is interesting in this connection to note that the trustee in bankruptcy of the milling firm of Russell & Birkett, at Penn Yan, N. Y., has brought an action against some 40 to 50 holders of warehouse receipts of that firm, to determine the status of these receipts as to him. The receipts were for grain placed in store, which the holders claim entitle them to the grain or to the market price thereof in

money, at their option. As the trustee has neither, he wants the court to tell him what to do.

### S. S. TANNER ON GRAIN LAW.

S. S. Tanner, lately president of the Illinois Grain Dealers' Association, in the course of a campaign of education in his district looking to a future modification of the Illinois elevator law, recently contributed to the Bloomington Pantagraph his ideas of the form the reform should take. Low prices for grain exist, he thinks, because the elevator monopoly at Chicago wills that they shall be low; therefore, the reform must come through clipping the wings of "this monopoly."

While men may differ as to the extent of the influence of the Chicago elevator men on the absolute prices that are paid for grain to country sellers, few will fail to agree with Mr. Tanner that there should be a bona fide public elevator system in Chicago, etc. The modus operandi in Illinois of the present system leaves little room for discussion of that point. Mr. Tanner, like most reformers, goes, however, the limit, and says:

All terminal elevator charges should be reduced [to] not to exceed 1-60 cent per day, and all terminal charges in excess of expenses should be a revenue to the state in which said terminal elevator is located. The railroad should be compelled to erect and maintain terminal elevators in proportion to their grain handling business. These elevators should be under the control of a state agent, who should be a disinterested custodian of grain for the public. His duty should be to collect all storage charges and keep the account of receipts and shipments from the elevator over which he has charge, and cover all storages on grain into the state treasury. The railroad company should be prohibited from allowing private parties terminal facilities. These two points would effectually put a stop to the practice of hoarding vast quantities in order to collect storage charges.

This certainly is radical enough, and even less would answer. Mr. Tanner's second recommendation is still more searching, being no less than the abolition of "future" trading: "No person should be permitted to sell an article which he does not possess." This would, of course, as Mr. Tanner says, abolish all bucket-shop deals and sales of wind grain, as well as sales of crops not yet in the ground as seed, and all that sort of thing, to depress prices, but surely Mr. Tanner must see that it would abolish, also, many other sorts of trading and contracts, which are absolutely necessary to the continuance of civilized commerce. A moment's reflection on the effect of such a law upon the world's business in grain, as in other commodities, would make the fallacy apparent.

The trouble is not in that direction, but rather, if one may point to a single cause, which Mr. Tanner himself complains of, to railway discriminations to favored shippers. These discriminations can make or unmake any business, and are daily doing so, whereas, railway rates should be "to all people the same at all times, 'like postage stamps,'" as Mr. Tanner says. The railway treasuries would themselves welcome such a change of system, which, indeed, must come somehow, sooner or later, as the remedy for other evils than the mere manipulation of the price of grain, be that more or less real than Mr. Tanner imagines it to be.



# EDITORIAL

## MENTION

"Never direct a shipment with your eyes shut," nor let a blind man load it.

There's nothing the matter with corn. Cars are a little shy in spots of Iowa, that's all.

This is a convention number. There are a number of good things in it, and more are to follow next month.

The demand on our space for reports of the proceedings of meetings has crowded out a number of fine practical papers, which will appear later.

A correspondent from Madison, S. D., says: "Nearly as much grain is shipped now by the farmers as by the grain dealers." What is the matter up there?

The Michigan Agricultural College has issued Bulletin 178 on "The Production and Marketing of Wool." The bulletin is one of the best ever published on this subject. It will be sent free to applicants.

The latest shock to public confidence is the statement by a New York expert, that "that fine old Holland gin," made by those honest old Dutch burghers, is nothing more nor less than American corn juice, and never saw a juniper tree.

The Florida seed law, prohibiting the sale in that state of seeds not labeled with a guaranty of purity and name of the place where and person by whom grown has been declared unconstitutional by a state court, as being an interference with interstate commerce.

In spite of the enormous grain movement eastward by rail, there are plenty of offerings of grain cargoes at Duluth, Milwaukee and Chicago for the lake route, and rates are firm and advancing as the opening of navigation approaches. It is noteworthy that the Canadian routes are getting a liberal share of the business, especially from Duluth.

The regular monthly readjustments of rates have come during the past thirty days—and gone, of course—and notice is already out that another change will be made after the presidents' meeting at Hot Springs to-day (15th). Remarks on the subject are therefore quite out of order—a mere waste of energy. Still it is lawful to say this game of battledore and shuttlecock is apt to lose its interest—in time.

The courts concede the right of the common carrier to provide for a "reasonable time" within which notice of claim for loss or damage shall be given as a condition of the carrier's liability, as well as the manner of giving it, but this requirement does not relieve the carrier from any of its responsibilities. The shipper in turn must comply with the carrier's requirement, and while the carrier cannot arbitrarily unreasonably shorten the limit of time, the

burden is on the shipper to allege and prove his compliance with the requirement or to show valid cause for his non-compliance.

The broom corn crowd have had things their own way with the last crop, but as it looks now they will need more money to swing the next one, as a big acreage is already assured, and the Illinois tract isn't out of the mud yet, either.

An international grain congress is to be held at Paris on July 28-30, being one of the various congresses of the Exposition. The Germans are said to have suggested the congress, which leads to the thought that if any way to obstruct continental imports of American grain has thus far escaped the German and French agrarians this congress may be expected to uncover it.

Eastern Indiana grain men have again tackled the sack question, and at Muncie, on April 5, formed a new association, pledged to discontinue the practice. In Ohio the subject has for some months been on the expurgated list, on the theory that it is dangerous to walk through a powder magazine and scatter fire around. But perhaps success in Indiana may hasten relief in Ohio. At any rate, it is to be hoped so.

Zahm's Red Letter continues to caution shippers to be more careful in loading grain and seeds. One Indiana man, for example, shipped a car of seeds, leaving the car floor covered with dirt, and the sides rough with nails. The bags were stood loosely on end, and in transit the nails ripped holes in fifteen of them, letting seed spill out into the dirt. Still, there are men (not this man, of course) who complain of the "terminal robbers."

A "grain brokerage firm" at Marinette, Wis., recently went broke and \$4,000 or so to the bad. Then the heartless sports, who had doubtless previously absorbed the firm's capital, had the firm arrested and jailed for "embezzlement." Before the failure the game was "speculation;" after it, embezzlement. But suppose the government should step in and call "a spade a spade," would it injure the legitimate grain trade very much?

Beginning May 15 the Chicago public elevator storage rate will be 1-40 cent per bushel per day, instead of a ten-day period rate of 1/4 cent per bushel. After January 1 next the rate will be 1-50 cent per bushel per day after the first ten days (at 1-40 cent per day). It is hoped this change in the method of charging storage will stimulate the cash business by making storage receipts more desirable property for the general trader to handle.

Although the Board's rule abolishing puts and calls trading at Chicago is strictly observed at present, there is no denying the existence of a restive feeling on that account among a certain element. This purely speculative element of the Board is, therefore, interested in the appeal of A. V. Booth to the Supreme Court from a fine of \$100, assessed on a charge of option trading. Mr. Booth consented to the arrest for the purpose of this suit, which is being rushed to the highest court of appeal. There may be a

difference of opinion, but even in the event of the courts ruling against the law, it is generally believed the Board will not authorize a resumption of privilege trading.

Wood Bros., live stock commission merchants, at the Union Stock Yards, Chicago, have issued the seventh biennial edition of their "Facts and Figures" of the Chicago live stock trade during the past twenty-two years. The compilation is unique and of special value and interest to all who desire to be informed on stock matters and allied industries, for it would be difficult, if not impossible, to find the same matter elsewhere. It will be sent gratis on application to all persons interested in the live stock and collateral trades.

We have lately heard a great deal from Germany about the necessity of keeping American grain and food products out of the empire on account of their state of "adulteration." But nothing is said on that side of German adulterations, say of seeds, which our Agricultural Department recently disclosed. German grass seeds seem to be particularly offensive, imported meadow foxtail containing 70 per cent of adulteration; some crimson clover had 98 per cent bad; orchard grass had over 50 per cent bad, and so on. The German agrarians seem to be satisfied that only one ox shall be gored, and not their own, either.

Col. C. J. Murphy, once more familiarly known than now as "Corn Meal Murphy," who for some ten or twelve years represented the Agricultural Department at Washington, and later the state of Iowa, as head of the corn propaganda in Europe, is in America enjoying a well-earned rest. The colonel, who has been on the ground and naturally takes some pride in his accomplishments for corn abroad, has felt that some of the increase of corn exports since 1887 (from 24 to 220 million bushels) has been due to his personal efforts. But it appears he is mistaken. For a newspaper paragrapher now rises up to declare that Joe Leiter's the man who did it all. And he did it with his little corner! Really, the Leiter corner was a most remarkable affair, albeit it petered out so absurdly, for it is not often a man makes an enviable reputation for a fizzle, however gigantic.

The "small" shippers have been voted down by the Chicago Board in their efforts to secure a rule making a violation of the interstate commerce law by any member of the Board unmercantile conduct and punishable as such. This looks like action based on expediency. Secret rates are useful—to those who get them; and so, nowadays, when no one pays any attention to published rates—unless he has to—the secret rate is possible to anybody. Is that it? Of course, the railways are to blame for granting personal rates, but it is also true that they do not volunteer them ordinarily. The shipper goes after them because he wants to get some advantage of his competitor. But if the asking, as well as the granting, of this advantage is a criminal act under the law, is it conducive to the dignity of the Board to say, in effect, that such conduct is justifiable, while, for example, it puts the ban on puts and calls because such



trading is unlawful—being so declared by statute? The Board doesn't appear consistent.

Secretary Wilson appears to have joined the pessimists (or is it the optimists?) in the opinion that "fifty years hence" the United States will export neither wheat nor corn, but will have a population sufficiently large to consume all the country raises. This is interesting, and the beauty of it is that all one has to do is to cut out this paragraph, paste it on the office cat and wait fifty years to see what a fine prophet the secretary shall turn out to be. Meantime, if the secretary could but guarantee \$1 wheat for the next ten years, he might be induced to modify his calculations at the end of that time and let the other forty years go.

The Supreme Court of Nebraska has joined various other state courts in the opinion that option trading is gambling pure and simple, and has refused to support a Chicago firm's suit to collect \$1,400 from an option customer, whom they had carried for the amount. There will be little disagreement with the court on the general principle that where no grain is intended to be transferred, the deal is a gambling one. This is understood, of course, however euphoniously we call it "speculation" and label it legitimate. The court says the true test of the character of the trade is "the intention in the minds of the parties to purchase for actual delivery," in which case "the contract would be valid, even if the seller did not have actual possession of the grain."

The settlement of the "shovelmen" question at Buffalo seems to be in the interest of humanity and public order. The abolition of the contract system and the removal (even though it be but temporary) of the men from the grip of the saloon boss and parasite and the bum politician should be conducive to better material conditions among a class of hardworking men none too well paid. Weekly payments at the elevators will give the men a fair chance to pocket their wages without any parasitic rake-offs, and if they waste it thereafter they can have no one to blame but themselves. The character of the service at the elevators should this year be better than ever. It is to be hoped it will be managed so that it will be, and so put an end to the everlasting nuisance of prolonged strikes at the wrong time.

The famous "mustard seed" case, which has been running through Wisconsin courts for at least four years, has been ended by the plaintiff's securing a judgment for \$200. It appears that M. L. Hoffman bought of R. L. Dixon a lot of rape seed, which he sowed in his sheep pasture. When it came up it proved to be wild mustard—a noxious weed and the very de'il to eradicate. Hoffman then sued the seller of the seed for damages. He was beaten in the lower court, but the Supreme Court reversed the decision and sent it back for a new trial, with the result stated. There seems to be a large number of similar suits in the state waiting for the settlement of this case as a precedent. The principle established would appear to be a new one, but it is so important a one that seed dealers will hereafter be mighty careful not to handle sophisticated goods.

## Trade Notes

The Downie-Wright Mfg. Co., York, Neb., recently shipped two of their large Birchard Crane Spouts to Canada.

W. B. Wilde & Co. of Washington, Iowa, have consolidated their weighing machine business with that of the Hart Grain Weigher Company, Peoria, Ill.

One of the most attractive calendars that has come our way this year is labeled, "A Reminder from H. G. Morgan & Co., Grain and Hay, Pittsburg, Pa."

The Perfection Seed & Grain Separator Co. of Baltimore, Md., and Richmond, Ind., has been incorporated, under the laws of Delaware, with a capital stock of \$100,000.

The grain man who wants to learn all about the merits of a good gasoline engine will do well to write the Davis Gasoline Engine Works Co., Waterloo, Iowa, for a copy of their catalog.

We have received from the Olds Motor Works, Detroit, Mich., a copy of their new 48-page catalog, describing the Olds Gas and Gasoline Engines, both stationary, portable and marine, and Olds Motor Carriages and Trucks.

A rubber manufacturing concern at Toronto recently produced what is said to be one of the largest belts ever made. It measured 3,529 feet in length, weighed over nine tons, and was made for the Intercolonial Railway's new elevator at St. John, N. B.

The Steel Storage & Elevator Construction Company of Buffalo, N. Y., have just been awarded contract for a 20,000-bushel plant, consisting of steel storage tank, to be built at Rhome, Texas, and another 40,000-bushel steel storage plant, in two tanks, at Lancaster, Texas.

The Standard Scale & Supply Co. of Pittsburg, Pa., has the contract for eighteen 1,600-bushel hopper scales to go in the Great Northern Elevator Co.'s new elevator at West Superior, Wis. This is the large steel elevator of which the contract for building was placed with Riter-Conley Mfg. Co. of Pittsburg, in the fall.

The Weller Mfg. Co. of Chicago report that they have more work on hand at the present time than at any time since 1892 for the same season. The company have 75 per cent more orders on their books than this time last year so that all departments of the works are extremely busy.

Mr. H. S. Cover of South Bend, Ind., has been for more than a year making an improved form of his Perfection Dust Protector, which he calls No. 2 style. He says that this style is so generally preferred by his customers that he will hereafter manufacture it exclusively.

The Vilter Manufacturing Co., Milwaukee, Wis., report a long list of recent contracts for refrigerating plants, ice-making machinery, direct expansion piping, distilling apparatus and Corliss engines of all sizes. Many of these are repeat orders, showing conclusively the customers' satisfaction in dealing with this well-known concern.

The Charter Gas Engine Co., Sterling, Ill., have just issued a new circular of their Sterling Portable Gasoline Engines. Many testimonial letters are given showing the great variety of work the engines are adapted to, the satisfaction they give, as well as their economy and absolute safety. Hundreds of these engines are in operation, without a single instance of fire or explosion.

Moore & Lorenz of Chicago have added a considerable amount of new machinery to their already large plant at Clinton and Monroe streets. Among their latest machinery is that for making the original Salem Elevator Bucket. They are now in position to furnish their customers any kind of buckets, bolts, and the best spiral steel conveyor on the market. They claim to be the largest elevator bolt manufacturers in the world, their capacity being over 60,000 per day. They carry over

1,000,000 of these bolts in stock and keep constantly on hand a supply of about 80,000 buckets and a very large stock of conveyors, which insures their customers of very prompt shipments.

The Garrett Gas Engine Co. of Garrett, Ind., is contemplating moving its plant in the spring to some near point, where it will be able to secure better shipping facilities. The company will enlarge its shops at any event, in the spring, greatly increasing its capacity. They report a good number of foreign orders recently and a shipment of engines was made to Amsterdam, Holland, the first part of April.

The Spartan Mfg. Co., Aurora, Ill., who make the Corn Belt Ear Corn Grinder, state that there is one feature of this machine they would like particularly to impress all elevator and feed mill men with, and that is, when only a light power is available the grinder can be run at slow speed and still do satisfactory work. Good results can be obtained with from 3 to 16 horse power, giving the grinding rings a speed of from 50 to 300 revolutions.

The Ideal Gas Engine Co. has been incorporated by Pittsburg parties to enlarge the small experimental factory at Beaver Falls, Pa., to a plant capable of turning out 800 to 1,000 engines yearly. The Ideal Engine is an upright one, and it is claimed for it that it can operate with either gas, gasoline or coal oil, and is the only explosive engine that can be reversed. Ross P. Houston is president of the new company and Peter J. Edwards, secretary and treasurer.

The Sykes Steel Roofing Co. of Chicago is calling the attention of the trade, through a large sized card, that they are the largest manufacturers of iron roofing material in the western states and that the company makes a specialty of corrugated iron, steel and iron roofing for grain elevators. One-half of the card embraces a picture of the Lake Shore Transfer Elevator at Chicago, which the Sykes Company roofed with cap roofing, the ends and sides being covered with corrugated iron.

"Fireproof Elevators That Pay for Themselves" is the title of a fine 44-page booklet just received from the Steel Storage & Elevator Construction Co., Buffalo, N. Y. In addition to describing their steel storage tanks and pneumatic elevating and conveying system, it shows how these plants actually pay for themselves. There are numerous letters from mill and elevator owners testifying to the merits of this system and accompanied by halftone illustrations of the plants. The capacity of plants already erected by this company aggregates over 9,000,000 bushels. Altogether the booklet is well worthy the perusal of any grain man who contemplates building or enlarging his present plant.

The Invincible Grain Cleaner Co. of Silver Creek, N. Y., have just got out a very neat catalog of 125 pages, illustrating and describing their complete line of Invincible machinery. It is divided into six sections, the first of which comprises 57 pages, devoted to grain cleaning machinery. The second section covers packing machinery; the third section, oatmeal mill machinery; the fourth section, barley and malt cleaners; fifth section, coffee and bean polishing, separating and grading machinery; sixth section, rice cleaning machinery. Notwithstanding the large number and variety of machines listed in this catalog, the Invincible Company announce that they are prepared to build special cleaners or packers for any special purpose.

The Borden & Selleck Co. of Chicago, among recent sales, has placed twelve 1,200-bushel iron construction hopper scales in the McReynolds Elevator Co.'s new grain elevator at South Chicago, Ill. The scales are built on a new design to accommodate very large hoppers as under the base of the hopper there is ample room provided for spouting to bins. Additional sales include Harrison Conveyor for H. M. Benjamin & Co.'s dock and the Ulrich Fuel Co.'s dock at Milwaukee, Wis., dock hoists and freight carriers to be supplied to the Ogdensburg Transit Co. for the new warehouse on the north branch of the Chicago River; three freight hoists and trans-



fers and 30-horse power Howe Gasoline Engine for the Soo Railway at Gladstone, Minn.

J. Thompson & Sons Mfg. Co., Beloit, Wis., have sent to the Department of Mechanical Engineering of the University of Illinois at Champaign, a 14-h. p. Lewis Gas Engine. Arrangements are being made for conducting a series of careful and scientific tests for the manufacturers. It is expected that these tests will extend over a period of one year, and interesting results are looked for.

### THE NEBRASKA ASSOCIATION'S ANNUAL MEETING.

The annual meeting of the Nebraska Grain Dealers' Association was held in Creighton Hall, Omaha, Neb., on April 11. To Secretary Bewsher's call more than a hundred dealers responded, so that it was a good number upon which President Hayes looked when he called the meeting to order at 10 a. m.

President Hayes introduced Hon. F. E. Moores, mayor of Omaha, who, in an address of welcome, wished the dealers a successful meeting and said his office and himself were at their disposal should



PRESIDENT GEO. S. HAYES, HASTINGS, NEB.

occasion demand the influence of either, while they remained in the city.

The president thanked Mayor Moores in behalf of the Association, and alluded to the desirable location of Omaha as the headquarters of the Association.

President Hayes appointed the following committee on nominations to report in the afternoon on officers for the ensuing year: C. F. Iddings, W. B. Banning, E. C. Purdy, L. Spelts.

G. L. Graham read a paper on "Moisture in Corn." This paper will appear in the May number.

J. O. Phillippi, of the Missouri Pacific Railroad, being called upon, said it gave him pleasure to pay his respects to the Association, and that he felt the railroads and the dealers were all working amicably together in a common cause.

W. H. Chambers spoke about the former reorganization of the Association, and his connection with it as first secretary at that time. He said the growth and success of the Association had been phenomenal, and that conditions were better for the grain man, the railroad and the farmer under an association than without one's existence. He was pleased with the results achieved by the Nebraska Association, and did not regret that he was its first secretary.

Secretary Bewsher read his annual report as secretary-treasurer, as follows:

#### SECRETARY'S REPORT.

To Members N. G. D. A.—It is with pleasure that I submit to you this, the second annual report since

the reorganization of this body; a pleasure because of the marked progress that has been made by this Association since its revival. Previous to April, 1895, the position occupied by the Nebraska Grain Dealers' Association in association movement was an insignificant one indeed. To-day it stands as a working model for almost every other grain organization in the country and many trade organizations in other lines of business as well. Attend a meeting of any other local or state association, or pick up a trade journal reporting same, and you will find therein nothing but the loudest words of praise for our institution as a body and for the capabilities and possibilities that we have discovered in the work. Many times, when attending meetings of other associations, have I wished for the presence of some of our Nebraska members, especially those who are given to wondering what good association has done them, that they might compare their conditions with the condition of these others. It is true there is much that can still be done by us; there are some things that have been left undone, but only for causes that would produce greater good and would be more far-reaching in their distribution of benefits. Did your Association undertake to right all wrongs and all evils, it would at times require ten secretaries instead of one; in fact, there are certain sections, even certain dealers, for whom it would be necessary to have individual secretaries to keep them straight, and hence it becomes necessary at times to use discretion in handling matters submitted to this office and to discriminate in favor of those questions of the most moment to the greater number of members.

Local Meetings.—Since our last annual meeting, two new divisions have been organized, namely Wahoo and the territory immediately south of Lincoln. This gives us sixteen local meetings regularly organized and held whenever sufficient encouragement is given justifying the call. This practically covers the entire grain producing portion of our state. In addition to these, many special meetings have been held at various points where thought desirable and that they would be of benefit. Of the older divisions, Beatrice, which was reported a year ago as indifferent, has been revived and two or three very successful meetings held. The other divisions with one exception have responded to meeting calls fairly well, although it has taken a greater effort to induce a majority to attend than during the previous year, owing, no doubt, to a more settled condition now than then.

The exception referred to above where the attendance has not warranted a continuation of the division meetings was that division of which Hastings is the meeting point. Three or four attempts were made to work up enthusiasm for this division and the meetings were called, but the attendance was so meager that it was thought best to discontinue them for the present. Later attempts will be made in this division and it is hoped that the dealers will see the importance of these meetings and the good that they can do them and will respond more liberally. In the extreme west end of the state, south of the Platte, there have been fewer meetings held than elsewhere because of the almost total failure in that section of the last crops. It is not the intention, however, to pass these meetings entirely; they will be held from time to time and often enough to keep up interest in the organization until another crop is gathered, when their former frequency will be resumed.

Storage.—At all division meetings held during the year the question of storing grain for the farmers with or without compensation has never been lost sight of, and I feel safe in saying that the results of this agitation have been most gratifying to the members. As far as I am able to learn, I do not believe there is 5 per cent of the members of this Association now storing grain for farmers, hence this practice has almost become a dead letter in the Nebraska trade.

Written Contracts.—Another matter that has occupied the attention of these meetings is that of taking written contracts from farmers for grain sold for future delivery. At our last annual meeting this matter was discussed, and it was disposed of with the understanding that those present would use their best efforts in pushing the written contract question. Since then I have found many who, if they were present at that meeting, either did not vote at all or voted in the affirmative, who have objected decidedly to insist upon written contracts. Notwithstanding this, however, I believe we have made very good progress in this particular and that there is to-day in the neighborhood of 65 per cent of the dealers using their best efforts to obtain these written contracts, though sadly handicapped by the other 35 per cent, who for some reason refuse to insist upon them. As the matter has now been tried a year and its advantages or disadvantages have had perhaps sufficient opportunity of demonstrating themselves, it might be well to take the matter up again to-day and arrive at some more definite understanding than that of last year.

Docking Wheat for Dirt.—An improvement introduced during the past year and that has occupied the attention of the various division meetings—one that became a necessity because of the poor condition of the wheat crop of the past season, was that of docking wheat for the amount of dirt it contained. When this wheat first came on the market, many conservative buyers, seeing the necessity for some new manner of handling this dirty crop, were anxious to adopt a system practiced largely in the northern country, that of sieving samples to determine the percentage of dirt and deducting this dirt from the wheat and paying only for the wheat. This was taken up in the various divisions, with the result, I am happy to state, that north of the Platte the custom is almost universal. Many who objected to it strongly in the beginning are now loudest in its praise; even the farmers in many instances preferring the sieve to the grain dealer's guess. South of the Platte, this question was introduced, but was never as heartily entered into by the dealers in that section as in the North Platte country. As a great deal of experience has, no doubt, been gained through the past year's trial of this manner of handling wheat, I would suggest that this also

be taken up and discussed before the meeting adjourns.

Internal Revenue Tax.—A matter which in my opinion should also claim your attention is that of internal revenue tax. Last fall the Internal Revenue Commissioner at Washington rendered a decision that was intended to benefit country grain and cotton dealers, but because of the conditions imposed it has not fulfilled those intentions. After notifying you of this decision and learning the objectionable features which handicapped its use, I took it up with Congressman Mercer and asked the secretaries of the Kansas Association, Southwest Iowa and Northwest Missouri Grain Dealers' Union, Northwest Iowa Association and the Illinois Association to use their influence with one or more congressmen from their state, with the end in view to having eliminated a clause embodied in this decision that hampered its practicability. After receiving replies from Congressman Mercer and some of the secretaries mentioned, the matter rested and has gone no further. Other associations in their recent meetings have seen fit to pass resolutions praying for relief from this unjust and altogether unreasonable tax as far as it regards country grain dealers. In my opinion, if the dealers of this Association would individually write the congressmen from their districts, asking them to use their influence in this matter, now that the internal revenue tax is before Congress, some good might result. The decision in its present form is no better than the original law. From what I have been able to learn, there is about 35 to 40 per cent of the dealers using a grain ticket without stamp, and the balance, or 65 per cent, are still stamping their checks.

Membership.—As this report is made you, we have



SECRETARY A. H. BEWSHER, OMAHA, NEB.

in good standing 299 members, representing 666 elevators. At one time during the past year we had a representation of 680 houses, but have since lost some twenty-five because of the crop failure in southwest section. Notwithstanding this our present elevator representation has been increased by 122 houses, or a net gain of 22 per cent over report made you a year ago. There were during the year eighty-one applications accepted. During the coming year our gain must necessarily be somewhat slower because of the lack of material. There are in Nebraska about 900 elevators, 100 of these are situated on the outskirts, or so far away that we could do little for them and they have little use for an association. This would leave a possible 800 houses that we might obtain, and as we have already 666 you can readily see that we have almost exhausted the material at hand. Our losses for the past year were caused principally through suspension for non-payment of dues and withdrawals from business. In many instances we recovered houses lost by their changing hands, when the new operator began business. The plan of suspending members when dues were six months in arrears was found necessary to insure us a healthy and stable financial condition. It was thought preferable to have fewer members all in good standing than a large membership with an accompanying large delinquent due statement. Our outstanding dues at the present time amount to less than \$50, which is, I am sure, a showing unprecedented in grain association finances.

While upon this subject, I would call your attention to the fact that while the majority of the line houses are listing their entire line with us as is required by our constitution and by-laws, there are two or three such line houses that are not and whom it has been impossible for me to induce to list their entire line. This is not justice to the other line houses nor even to the individual dealers, they are receiving just as much benefit at every point from the Association, and they should, it is my opinion, feel willing to pay their just proportion of the expense.

Bulletins.—During the year there were issued five general bulletins, three crop reports and four confidential bulletins, making a total of twelve in all, or



an average of one bulletin per month. Our crop report has, I believe, proved itself even a greater success and of greater value than even those issued last year. Especially is this true of Crop Report No. 4, the last issued. Of the many estimates made by the government or private statisticians, ours has reflected nearer the true condition of crop results as verified by shipments and present reserves than has any other.

With reference to the confidential bulletins, I regret to say that notwithstanding the care and trouble taken to advise the regular dealers as to who are and who are not their friends, I have found two or three regular dealers and members of this Association, who have been guilty of continuing shipments to firms bulletined and encouraging scalper business and who even after being remonstrated with have continued to do business with these firms. While there exists within our body a member showing so little regard for the welfare of the regular trade as to encourage those who are using their might and main to destroy that regular trade, it will be a hard matter for us to show these friends of scalpers that we are associated together for business and not child's play. Time and again, when I have solicited the assistance of the bidders in discontinuing bids to scalpers, have I been met with the statement, "It does not make any difference to the country generally whom I bid so long as I offer a little more for the stuff than the other bidders. I can buy from them even though they may know I have been guilty of bidding scalpers." With this impression current, and I regret to say there are some dealers who encourage it, it will be a hard matter for your secretary or anyone else to fulfill the objects of your Association. It is your duty to that Association, the moment you receive one of these confidential bulletins, to keep the firm's name constantly before you and refuse to do business with him or base your price on any card bid received from him until he shows the disposition to protect the branch of trade of which you are a part—the regular dealers.

Claims.—During the past year there were filed with this office 257 complaints or 73 greater than that filed the previous year. Of these, 126 were against firms bidding scalpers; 44 with reference to local differences.

In addition to these claims, there were eighty-seven miscellaneous ones filed, made up of differences between competitive towns, differences between receivers and shippers, a few shortage complaints, requests from neighboring associations asking our assistance in matters beyond their control, and others. There were adjusted at local meetings many disputes and differences of which no note was made, yet all of which added its mite to the comparatively harmonious condition in the country. Incidentally I might speak of a matter here that is worthy of your attention.

There are many dealers, who having trouble of some nature at their point fail to report it, but instead complain of the inefficiency of the association. Now I am sure that these dealers cannot expect me to have knowledge of their trouble unless they or someone else reports them, and unless I am notified, you have no complaint to make against the Association. Our Association embraces now almost 700 elevators and I am sure you will agree with me that these 700 will keep any man sufficiently busy without his traveling around the country purposely to dig up your trouble. If you will report any grievance you may have, and promptly, then use a little patience, and remember that there are others whose troubles are equally as important as yours, your affairs will be given attention and to the best of my ability. Do not allow a condition to exist for months without reporting it, and then when you do bring yourself to report it expect that I should take the next train to your point. This is an utter impossibility, partly because the success of the trip will depend upon the presence of all parties interested, and because it is necessary for me to make sure that they will be present before starting. Another necessity is a thorough knowledge of all conditions, not only as received from you, but the other fellow's version of it as well. Then, again, there may be other engagements listed that were received before your complaint and hence demand attention first. There have been times during the past year when it has seemed almost an impossibility to give satisfaction to all concerned, but I am glad to say that these times have been few. I have done the very best that I possibly could, giving each matter its turn as reported, and do not believe I have overlooked a complaint filed by anyone.

During the past year, at the recommendation of the secretary, the treasurer's bond was increased to \$2,000 to insure you ample protection for the funds of the Association in his hands. We accumulated a little money during the year and now have a surplus, greater, I believe, than that held by any other association. It is not the intention to accumulate or amass an unreasonable surplus or reserve fund, but only an amount sufficient for emergency needs, that there may be no extra assessments made upon the members in future years, nor an occasion compelling an increase in dues. A healthy financial condition is always an indication of prosperity, and I believe I am safe in saying that this Association has prospered far beyond that of any other association in the country during the past year.

Dues.—It is with pleasure that I call to your notice the fact that during the past year it has been again possible to reduce the cost of the Association to the individual members. On the third quarter of 1899, a reduction was made from 60 cents to 50 cents per month per elevator, thereby making a saving of \$1.20 per year per elevator.

Legal Advice.—During the early fall, we had a complaint filed against a scalper that was a little peculiar in its nature. This party owned and operated an elevator, but had no track facilities. He had made application to the railroad companies for a lease, but they saw fit to refuse him, believing their point already well enough taken care of with three elevators in operation there and on their right of way. Notwithstanding their objections he erected a house up-town. When he began making shipments, complaint was filed with me, and I, believing him to be nothing more than an ordinary scalper, handled the case in

the usual manner. We came in contact with one firm which for some reason saw fit to champion the cause of this scalper, and as a radical measure seemed necessary, and not being quite clear as to how the law affected us, and to prevent a conflict with the law, I asked permission of the board of directors to obtain a written opinion upon this and other matters affecting us which I was sure would be of interest to our members. At their meeting in October they granted me this permission and I had rendered an opinion by Jno. M. Ragan of Hastings. I would suggest that in this connection the question of what does and what does not constitute regularity as regards a grain dealer be taken up and discussed, that I may in future cases be perfectly clear in the matter. Among the members and some of the bidders there seems to be a diversity of opinion on this point.

Work in Hand.—During the coming year, it is the intention of this office to keep an eye on the storage question, although it may not be handled as so important a factor as it was last year. The written contract question will be continued before you until at least the members of this Association adopt same. The local meetings will be continued as in the past. Our crop report, which seems to have become a fixture, will be improved upon as fast as possible. If the opinion prevails that the dockage of wheat for dirt has been a success and is an improvement over the old manner of handling it, this will be one of the objects for meetings in those divisions where it is not now generally practiced. In so large a gathering of men interested in the same line of business as this, there cannot but be ideas and improvements that have been overlooked by your board of officers, and I would earnestly urge any having such ideas to bring them out and give the others the benefit of them. At any time during the year that there is a member who believes that he can suggest a valuable improvement, I would appreciate it if he would write me, setting forth those ideas. In addition to the work outlined above there will be taken up and prosecuted any that may be mapped out at to-day's meeting.

Before concluding, I would call your attention to the very valuable assistance rendered us by practically all of the railroads in the state. There have been instances during the past year where it would have been utterly impossible for this Association, its officers or anyone connected with it to have accomplished anything without the assistance of the railroads. In an occasional instance, they have even used extreme measures against some one dealer who has seen fit to menace the business of dozens around him. There is not a railroad official in the state to-day that is not interested in the efforts being put forth by this Association, and there is not one of them that is not willing to give us his hearty cooperation and assistance as far as consistent. The cooperative spirit shown us in this work by the railroad companies has never been equaled by that shown in any other state and I think them justly entitled to our hearty thanks.

In conclusion, allow me to thank the members for the able assistance rendered me during the past year. While a few have been stubborn and arbitrary in their actions, as a whole I believe I have enjoyed unlimited cooperation wherever possible. To the members belong the credit for what this Association has thus far accomplished. Without a liberal disposition on their part, it would have been impossible for anyone to have done anything. Their responses to due notices when sent have been as a rule prompt. An organization like this requires the individual assistance of each and every member. With this, success will crown your efforts; without it, very little will be accomplished.

I thank you once more for your assistance, officers and members alike.

#### TREASURER'S REPORT OF THE NEBRASKA GRAIN DEALERS' ASSOCIATION FROM APRIL 1, 1899, TO APRIL 1, 1900.

RECEIPTS.	
Balance on hand, April 1, 1899.....	\$ 982.06
Dues received.....	3,756.95
Seventy-seven members (40 at \$3, 37 at \$1).....	157.10
DISBURSEMENTS.	
Travel expenses.....	\$266.45
Less donation.....	108.00
	\$158.45
Postage.....	279.85
Stenographer's salary.....	450.00
Secretary's salary.....	1,800.00
Legal advice.....	50.00
Sundries.....	402.43
Balance on hand, April 1, 1900.....	1,755.38
Total.....	\$4,896.11
RESOURCES.	
Cash in bank.....	\$1,755.38
Office furniture.....	\$161.23
Less 10 per cent wear and tear.....	16.12
	145.11
Uncollected dues.....	47.90
Total.....	\$1,948.39
LIABILITIES.	
Dues paid in advance.....	\$ 14.35
Bills due.....	6.07
Rent due.....	5.00
Surplus.....	1,922.97
Total.....	\$1,948.39
A motion prevailed to adjourn to 1:30.	

#### AFTERNOON SESSION.

President Hayes called the meeting to order at 2 p. m.

The report of the nominating committee was read, as follows: For president, Geo. S. Hayes, B. & M. R. R.; vice-president, F. M. Ruble, U. P.

R. R.; secretary and treasurer, A. H. Bewsher; directors, U. B. Updike, Walt, Holmquist, F. W. Smith.

Mr. Norton moved that the report be accepted and the nominees declared elected. Carried.

The question of the secretary's salary was taken up for discussion, President Hayes announcing that the Governing Board, at a meeting in October, had been informed by Mr. Bewsher that he had offered to leave the Association's work at an advanced salary.

F. P. Lint moved that the by-laws of the Association be amended to allow the naming of the secretary's salary by the Governing Board at a figure not to exceed \$2,500 per annum. The motion prevailed.

Mr. Spencer moved that the question of allowing the secretary's salary at the advanced rate from last September also be left to the discretion of the Governing Board. Carried.

Secretary Bewsher read an opinion from a prominent attorney of the state of Nebraska on the status of association work.

President Hayes: That clause in the opinion seems to me of interest which says that the Association has the right to tell the commission man or track buyer whom he may or whom he may not bid. What shall be done with those who bid irregular dealers?

F. P. Lint: As to the question of irregular dealers, I think I may say that we have suffered in our territory to some extent on account of so-called regular dealers who demoralize prices.

Secretary Bewsher: It has been the custom to give an elevator owner credit for being regular. I think it would be a good thing to follow along the lines of the Illinois Association and furnish commission men with a list of our members. This course would also give an additional object for all the regular dealers of the state to join with us.

G. L. Graham: The Illinois Association has a traveler who covers all the roads of the state and keeps the list of regular dealers revised to date.

J. B. Hume: I think that it is impossible to formulate a cut-and-dried rule as to who is a regular or irregular dealer, but the governing committee should use its own discretion in deciding this question.

W. H. Ferguson moved that every member of the Association pledge himself not to ship to any receiver, commission merchant or track buyer who bids scalpers after they know them to be doing it. The motion carried.

Mr. Worrall spoke of a commission firm in St. Louis who had bought corn of a farmer in his territory.

Secretary Bewsher: I wish to say that the commission men or others who buy from irregular dealers can be reinstated into favor just as soon as they agree to cease buying from such dealers. In regard to the St. Louis firm purchasing corn from farmers, I have learned that when the purchase was made they did not know they were buying of one not a regular dealer.

Mr. Johnson moved that if the corn referred to was in Mr. Worrall's territory the latter should be paid by the St. Louis firm the sum of \$87.50. Carried.

J. H. Roberts moved that a member who ships to a commission man or track buyer after he is known to bid irregular dealers be suspended from the Association.

Mr. Iddings moved to amend the motion by declaring that only such dealers as are members of the Nebraska Association be considered regular. After a general discussion the amendment was lost. The original motion then carried.

President Hayes announced "Written Contracts" as the next subject for discussion. It was shown, by a rising vote, after various opinions had been given, that the majority of dealers were in favor of taking written contracts and of trying to induce competitors to do the same.

Concerning the question of sieving wheat for dockage, Mr. Westbrook said they had practiced the system for about six months and found it very



satisfactory. The farmers now understand the method and it works well.

Mr. Updike: I am using the system at a few stations and am pleased with it.

Secretary Bewsher read the list of those commission men and others who had been bulletined for buying of scalpers.

The meeting then adjourned, sine die.

#### CONVENTION HINTS.

J. O. Phillippi, of the Missouri Pacific, represented the railroad interests at the meeting.

The Nebraska Association is in a prosperous condition—physically, morally and financially.

D. Hunter, Hamburg, Iowa, president of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri, was present at the afternoon session.

Mayor Moores had no occasion to call out his special police patrol, as the afternoon session closed early, and most of the dealers got away before evening.

Commission men represented were: Sol. Jameson, Stella, Neb., Nebraska representative of Daniel P. Byrne & Co., St. Louis, Mo.; W. H. Chambers, representing The Peavey Grain Co., Chicago; S. T. Marshall, representing Langenberg Bros. & Co., St. Louis; J. W. Hiler, representing the Vanderslice-Lynds Co., Kansas City; S. J. Brown, representing the Trans-Mississippi Grain Co., Omaha; J. L. Wright, of the Brinson-Judd Grain Co., St. Louis; E. S. Westbrook, of Westbrook Grain Co.; South Omaha; F. P. Lint, representing the Greenleaf-Baker Grain Co., Atchison, Kan.; G. L. Graham, of G. L. Graham & Co., St. Louis.

The following dealers were among those present: W. F. Heyl, Platte Center; W. S. and S. R. Washer, Atchison, Kan.; J. B. Hume, Madison; George S. Hayes, Hastings; J. M. Cox, Hampton; E. C. Purdy, Phillips; E. D. Foster, Hampton; C. Bengen, Myrard; P. E. Surface, Union; N. Jaquot, Merne; John M. Norton, Hastings; T. W. Smith, Fairfield; E. D. Kingsley, Minden; W. G. Van Buren, Shickley; J. W. Bailey, Brock; H. H. Bartling, Nebraska City; G. W. Benner, Eagle; Dan Burk and W. E. Ireland, Weeping Water; L. Spelts, Belle City; L. F. Ellermeier, Swanton; E. F. Peck, Cedar Bluffs; William Gehrke, Shickley; E. A. Maust, Falls City; J. A. Kearney, Little Rock; D. C. West, Wyoming; A. P. Stafford, Nebraska City; F. H. Callen, Harvard; H. J. Roberts, Deweese; Charles C. Gardner, Sargent; J. M. Elwell, Springfield; J. T. Evans, South Bend; E. G. Taylor, Ashton; H. H. Wirt, Broken Bow; W. McBride, Madison; T. B. Purcell, North Bend; O. Denton, Leavenworth, Kan.; J. H. Rogge, Elmwood; C. H. Torpin, Oakley; W. F. Hammond, Elgin.

#### A SUCCESSFUL FARMERS' ELEVATOR COMPANY.

The Farmers' Incorporated Coöperative Society of Rockwell, Iowa, has recently been brought to public notice through some gratuitous advertising in connection with its instruction to its officers to take steps, in their discretion, "to prosecute any persons found engaged in an effort to prevent the Society from buying farm implements direct from the manufacturers."

This Society was organized some eleven years ago to protect its members from what they considered unfair treatment by the local grain buyer, who was also the one merchant of the market. It started with 95 members, who contributed \$10 to \$100 each, the latter being the maximum. The peculiar feature of the organization, which is considered the backbone of the entire structure, was the provision that the members should always be paid one-fourth of a cent more for their grain than the sellers outside of the Society, and the Society protected itself from the allurements of higher prices paid by competing elevators by compelling its members to pay one-fourth of a cent commission in case the grain was sold to a competitor. The manager was instructed to give the highest price possible based on Chicago quotations; and if

the competitors offered a higher price he advised the members to sell to them and bring their one-fourth cent into the Society's treasury. The founders figured that this quarter of a cent would pay the expenses of the manager, if not a bushel of grain came into their elevator, and thus they would always have a buyer who would either give the best prices the market would warrant or compel their competitors to pay the farmer more than the market price, to the detriment of the competitor and to the profit of the Society and to the welfare of the farmer.

The Society has surprised its neighbors, and itself, too, doubtless, by hanging together so long; but its historian, the Mason City Globe-Gazette, says: "This is perhaps due as much to N. Densmore, its patriarch, as any other one thing. In the early days, when the members were wont to discuss petty matters, and quarrel some, Densmore always held himself aloof. He was in the first place an able man, shrewd in business and a born leader, and he never spoke but when he had something to say that commanded attention. When these little factions cropped out Densmore would make a speech, and immediately the troubled waters were calmed. It was as if the oracle had spoken and no one disputed its wisdom." It is also hinted that the Society has the benefit of "special privileges from the Iowa Central road," but if it has these, it keeps quiet about them.

Certain it is, that the Society has been prosperous under good management. While its plan is to pay no dividends except in a higher price paid for grain on delivery, it did, in fact, distribute, on last year's business, \$6,123 and turned \$7,000 into the surplus fund. Beginning with 95 members, it has grown to have nearly 500, holding 601 shares of stock; while its business of \$50,000, the first year, reached about \$500,000 for last year. It is also operating a second elevator at Cameron, four miles south of Rockwell. Besides handling the members' grain, it sells them coal, lumber, flour, salt, etc., at cost.

Some fancy seed oats and barley from England sold recently at Walla Walla, Wash., for \$8 per bushel.

The annual meeting of the Texas Grain Dealers' Association will be held about the second week of May, on dates not yet set.

The longshoremen at Buffalo have followed the example of the grain scoopers, and have refused to work under a contractor.

Kansas City ranks fourth in the United States as a handler of garden seeds. The wholesale business of the city last year amounted to \$1,500,000.

The statement that the bubonic plague had appeared at San Francisco caused the cancellation of several orders from England for California wheat from that port.

The Indianapolis Board of Trade will ask the state legislature to pass a law regulating the weighing of grain. Its board of governors will prepare a bill for the purpose.

The total exports of corn from Galveston for the nine months ending April 1, 1900, were 7,674,774 bushels, a gain of 4,615,254 bushels over same period of 1898-99; while the exports of wheat for the same period (10,558,835 bushels) show a decline of 2,134,907 bushels, compared with a year ago.

The directors of the Liverpool Corn Trade Association, Limited, have resolved to adopt the amended standard of Oregon wheat crop, 1899, forwarded to them by the Portland Chamber of Commerce. They consider, however, that this standard is unsatisfactory, inasmuch as it contains a number of sprouted grains.

The weevil is reported to be rampant this spring in various parts of the winter wheat territory. "Some sections," say King & Co., "are afflicted with more red weevil than they have had in years. When warm weather approaches they will increase and multiply faster than weeds. Watch your stored wheat. Weevils are like interest. They eat nights, days and Sundays. They have no respect for eight-hour laws."

## IN THE COURTS

J. B. Fleshman, a grain broker, has sued the Internal Revenue Collector at Philadelphia to recover \$4,544.90 war taxes paid on "marginal transactions," no merchandise having been delivered.

Roll & Kerley of Peck, Kan., have sued Lewis Stunkel, a farmer, for \$210. Plaintiffs claim they bought corn of defendant at 23½ cents; he refused to deliver it; and when corn reached 29 cents he sold and delivered it to another buyer. They sue for the difference.

The Middle Division Elevator Company of Chicago has sued the Union National Bank of New Orleans for the sum of \$51,206.88. The plaintiff claims that checks and bills of exchange drawn on the defendant to the order of the plaintiff were illegally placed to the credit of another party.

In the case of Fred Glass against R. L. Seeds at Columbus, O., suing for a total of \$397.47, the jury found a verdict March 19 for the plaintiff. Glass had sold to Seeds 51 tons of hay on sample with a verbal contract. Seeds answered with a written contract, which plaintiff charged was a forgery. The jury approved this contention.

The D. H. Stuhr Grain Company of Davenport, Ia., has sued Hubbard & Palmer Company of Mankato, Minn., for \$19,524.65, alleging loss and damage because of false statements regarding grain purchased for the plaintiff. Another suit growing out of the same transaction has been begun by the First National Bank of Mankato, the Stuhr Company having refused to pay a draft of \$1,056.42, drawn by Hubbard & Palmer Company and accepted, but afterward refused payment.

The trustee in bankruptcy of Russell & Birkett of Penn Yan, N. Y., has brought suit against 79 persons to determine their rights in certain grain, etc., delivered to Russell & Birkett prior to the failure, for which they had receipts issued by the firm. Only a small percentage of the grain represented by receipts ever came into the possession of the trustee, but suit has already been brought by one of the defendants for recovery of the goods for which he holds receipts. The grain that did pass to the trustee was sold pursuant to an order of the bankruptcy court, and the proceeds of the sale are now held by him. The complaint in the case asks the court to determine the rights of all defendants named, and to direct the plaintiff as to the disposition of such property.

Wm. Clifford, formerly manager of the Farmers' Shawnee Warehouse Company at Shawnee, Wash., has been arrested and held at Colfax on a charge of stealing nearly 18,000 bushels of grain. There are several counts or alleged specific acts. The information, filed March 21, sets forth the plan upon which it is alleged Clifford worked, which was substantially as follows: It is the local custom when wheat is stored in a warehouse to issue receipts for the amount. These receipts set forth the amount and kind of grain, the quality, etc., and are negotiable. The farmer sells them to some grain dealer, who takes them to the warehouse and gets the wheat, returning the receipts to the manager of the warehouse. When this was done Clifford, it is alleged, would take these receipts and sell them to Charles De France, local manager for J. W. Tracy, a grain buyer of Portland, Ore., it is alleged, and upon demand of De France would deliver grain to the amount called for by the receipts and appropriate the cash. As a consequence of this double dealing there was soon a big shortage of grain at the warehouse.

## OUR CALLERS

We have received calls from the following gentlemen promptly connected with the grain and elevator interests, during the month:

O. E. Field, Sidney, Ill.  
C. A. Cable, Muir, Mich.  
Fred. E. Bennett, Geneva, Ill.  
W. E. Richards, Watseka, Ill.  
L. V. Thistle, Coldwater, Mich.  
F. Van Vechten, Harmony, Pa.  
W. D. Hess, with E. P. Allis Co., Milwaukee, Wis.



## RANGE OF PRICES AT CHICAGO

The daily range of prices for cash grain at Chicago for the month ending April 12 has been as follows:

March.	NO. 2* R.W. WHT.		NO. 1 NO. 2* SP. WHT.		NO. 2 CORN.		NO. 2 OATS.		NO. 2 RYE.		NO. 1 N.W. FLAXSEED	
	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.	Low.	High.
12.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
13.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
14.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
15.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
16.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
17.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
18.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
19.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
20.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
21.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
22.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
23.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
24.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
25.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
26.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
27.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
28.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
29.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
30.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
31.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
APR.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
1.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
2.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
3.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
4.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
5.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
6.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
7.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
8.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
9.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
10.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
11.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
12.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160
13.	68 1/2	69	5	63 1/2	37	37 1/2	23 1/2	23 1/2	5 1/2	5 1/2	158	160

Holiday \* Nominal price.

During the week ending March 16, Prime Contract Timothy Seed sold at \$2.40@2.50 per cental; Prime Contract Clover Seed at \$3.50@3.40; Hungarian at \$0.70@0.80; German Millet at \$0.90@1.25; buckwheat at \$0.90@1.00 per 100 pounds.

During the week ending March 23, Prime Contract Timothy Seed sold at \$2.40@2.45 per cental; Prime Contract Clover Seed at \$3.25@3.40; Hungarian at \$0.60@0.80; German Millet at \$0.90@1.25; buckwheat at \$0.90@1.10 per 100 pounds.

During the week ending March 30, Prime Contract Timothy Seed sold at \$2.32@2.45 per cental; Prime Contract Clover Seed at \$7.50@8.10; Hungarian at \$0.60@0.75; German Millet at \$0.90@1.20; buckwheat at \$0.60@1.10 per 100 pounds.

During the week ending April 6, Prime Contract Timothy Seed sold at \$2.35@2.40 per cental; Prime Contract Clover Seed at \$7.50@7.60; Hungarian at \$0.60@0.75; German Millet at \$0.90@1.20; buckwheat at \$0.90@1.10 per 100 pounds.

## FLAXSEED AT CHICAGO.

The receipts and shipments of flaxseed at Chicago during the 20 months ending with March as reported by S. H. Stevens, flaxseed inspector of the Board of Trade, were as follows:

Months.	Receipts.		Shipments.	
	'99-1900.	1898-99.	'99-1900.	1898-99.
August.	624,375	668,420	670,392	678,790
September.	1,231,875	1,212,760	775,135	739,806
October.	1,663,814	1,140,280	548,149	572,450
November.	1,068,848	769,210	558,308	309,824
December.	512,875	423,980	494,339	281,720
January.	174,000	313,200	23,423	231,619
February.	259,500	180,960	110,605	107,220
March.	339,750	313,780	221,255	380,768
April.		271,440		185,020
May.		272,020		139,633
June.		121,220		57,205
July.		175,625		194,129
Total bushels.	5,674,587	5,860,915	3,408,686	4,468,384

## WHEAT RECEIPTS AT PRIMARY MARKETS.

The wheat receipts at nine primary markets during the forty-one weeks ending April 9, for the last three years, according to the Cincinnati Price Current, were as follows:

	1899-1900.	1898-99.	1897-98.
St. Louis.	8,553,000	12,988,000	10,994,000
Toledo.	10,414,000	11,413,000	9,821,990
Detroit.	2,562,000	4,271,000	4,221,000
Kansas City.	14,265,000	20,337,000	23,783,000
Cincinnati.		7,300,000	698,000
Winter.	36,796,000	55,988,000	52,517,000
Chicago.	21,479,000	30,484,000	31,282,000
Milwaukee.	9,111,000	11,273,000	8,279,000
Minneapolis.	73,078,000	72,559,000	65,697,000
Duluth.	49,990,000	65,750,000	38,949,000
Spring.	155,670,000	179,766,000	145,107,000
Total bus., 41 weeks.	192,452,000	235,454,000	197,624,000

The Sioux City Real Estate Board has decided to offer a prize of \$25 for the best design for a permanent corn palace, to be 150x200 feet in size.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc. at leading receiving and shipping points in the United States for the month of March, 1900:

**BALTIMORE**—Reported by Wm. F. Wheatley, secretary of the Chamber of Commerce:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	271,770	201,461	302,349	215,705
Corn, bushels.	3,948,127	4,686,070	3,346,581	4,208,037
Oats, bushels.	439,557	401,263		60,035
Barley, bushels.	3,365	5,475		
Rye, bushels.	24,353	162,265		51,423
Timothy Seed, bushels.	6-7	4,853		1,705
Clover Seed, bushels.	10,711	14,942	5,587	1,924
Hay, tons.	5,690	3,650	2,245	817
Flour, bbls.	414,507	328,909	184,524	229,627

**BOSTON**—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	399,301	617,677	541,567	945,775
Corn, bushels.	1,265,490	2,253,316	985,165	1,983,868
Oats, bushels.	433,171	792,522	134,004	303,921
Barley, bushels.	152,665	12,909	20,000	
Rye, bushels.		1,236		
Hay, tons.	956	1,704		
Flour, barrels.	67,793	89,400	8,088	9,778

**CHICAGO**—Reported by George F. Stone, secretary of the Board of Trade:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	1,164,747	1,364,463	1,790,952	834,483
Corn, bushels.	10,641,182	7,619,737	4,795,019	5,247,345
Oats, bushels.	9,135,797	7,259,208	5,796,445	6,525,274
Barley, bushels.	2,043,537	1,089,163	728,702	413,363
Rye, bushels.	199,135	207,990	79,715	128,464
Timothy Seed, lb.	5,916,121	9,570,176	6,525,260	7,634,500
Clover Seed, lb.	1,101,952	81,979	1,582,384	1,881,549
Other Grass Seed, lb.	1,438,721	1,667,549	975,160	680,766
Flaxseed, bushels.	422,500	856,738	157,253	236,261
Broom Corn, lb.	505,190	369,935	305,045	1,165,319
Hay, tons.	16,258	15,485	382	691
Flour, barrels.	1,817,447	484,811	1,521,408	511,904

**CLEVELAND**—Reported by F. A. Scott, secretary of the Chamber of Commerce:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	167,297	252,659	90,642	234,494
Corn, bushels.	1,192,379	729,305	812,205	704,681
Oats, bushels.	725,676	428,780	235,345	216,902
Barley, bushels.	2,374	56,797	4,000	
Rye and other cereals, bu.	1,056	18,029		6,100
Flaxseed, bushels.				
Hay, tons.	17,846	3,421	3,985	91
Flour, barrels.	50,440	76,260	33,450	15,720

**CINCINNATI**—Reported by C. B. Murray, superintendent of the Chamber of Commerce:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	201,423	111,512	113,913	60,640
Corn, bushels.	644,838	185,562	362,531	57,859
Oats, bushels.	375,290	251,588	131,540	115,600
Barley, bushels.	61,111	77,980	1,694	48
Rye, bushels.	42,023	35,831	13,129	35,813
Timothy Seed, bags.	9,046	6,442	6,086	4,095
Clover Seed, bags.	7,638	7,304	8,656	5,342
Other Grass Seeds, bags.	7,510	5,526	8,732	5,491
Hay, tons.	9,126	8,348	5,825	5,213
Flour, barrels.	163,922	192,577	124,979	159,377

**DETROIT**—Reported by F. W. Waring, secretary of the Board of Trade:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	156,010	188,067	24,726	116,352
Corn, bushels.	169,493	248,778	191,786	192,471
Oats, bushels.	137,150	81,823	8,709	1,849
Barley, bushels.	61,263	26,244	4,241	623
Rye, bushels.	15,785	15,770	2,722	15,006
Hay, tons.				
Flour, barrels.	19,400	21,100	18,200	12,700

**DULUTH**—Reported by S. A. Kemp, secretary of the Board of Trade:

Articles.	Receipts.		Shipments.	
	1900.	1899.	1900.	1899.
Wheat, bushels.	6,123,707	3,735,069	72,123	71,798
Corn, bushels.	483,701	1,341,190	3,301	9,203
Oats, bushels.	201,114	495,105	13,656	282
Barley, bushels.	23,225	84,433		1,054
Rye, bushels.	31,258	42,168		
Flaxseed, bushels.	6,214	98,417	1,037	40,000
Flour production, bbls.	81,425	47,385	1,605	103,595

**GALESTON**—Reported by Dr. S. O. Young, secretary of the Cotton Exchange and Board of Trade:

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# ELEVATOR

## GRAIN NEWS

### ILLINOIS.

Keeney & Little have sold their grain business at Watseka, Ill.

Albert Hiser will engage in the grain business at La Place, Ill.

The elevator on the 3-I Railroad at Percilla, Ill., has been completed.

J. M. Current has sold out his grain and other business at Fairmont, Ill.

It is reported that a large elevator will probably be built at Deer Grove, Ill.

J. S. Francis, grain and coal dealer at Forrest, Ill., has sold out his grain business.

Charles Klein, dealer in grain and lumber at Kings, Ill., recently filed a petition in bankruptcy.

It is reported that an elevator will be built in the Lake Erie & Western yards at East Peoria, Ill.

H. J. Puterbaugh of Mackinaw, Ill., is building an elevator at Menert, a small station near there.

J. C. Collins has moved from Champaign to Tuscola, Ill., where he recently purchased a 30,000-bushel elevator.

A. D. Derrough has purchased Benson Bros' 18,000-bushel elevator at Mahomet, Ill. He took possession on April 1.

The farmers' cooperative organization at Rantoul, Ill., is said to be raising funds to engage in the grain shipping business.

The M. Considine & Son Co., Chicago, has been incorporated with a capital of \$2,500 to do a wholesale grain, hay and feed business.

E. E. Davis of Lake City, Ill., has bought the lumber stock of Stapleton & Mitchell and will handle it in connection with his grain business.

The Barnard & Leas Mfg. Co. report the sale of a No. 1 Victor Corn Sheller and a No. 1 Cornwall Corn Cleaner to Fairbanks, Morse & Co., Chicago.

Sulzberger Bros. & Co., Ransom, Ill., have incorporated with a capital of \$12,000 to do a general mercantile and grain elevator business. The incorporators are Michael, Eugene F. and Wm. C. Sulzberger.

Boyer & Mosier's elevator on the C., B. & Q. Railroad at Tampico, Ill., has a capacity of 55,000 bushels and is operated by an 8-horse power gasoline engine. They also have crib capacity for 25,000 bushels of ear corn.

La Rose Grain Co., La Rose, Ill., are erecting a private telephone line from La Rose to Minonk, connecting their offices at the two points. They will also run a line from La Rose to Washburn, giving them direct communication with their interests there.

There are two elevators in the village of Hopedale, Ill., one with a capacity of 50,000 and the other 25,000 bushels. The larger is owned by Schulte & Smith and has two oats tanks, each with a capacity of 15,000 bushels. Each is 24 feet and 3 inches in diameter and 32 feet high.

E. V. Maltby & Co. of Carmi, Ill., write us that they built their seed warehouse last fall, but not their elevator, as expected, because of not making satisfactory arrangements with the railroad regarding switch. As soon as they are assured of getting the switch they will at once commence work on the elevator.

W. S. Russell is again the exclusive owner of the grain and stock business at Allentown, Ill. Two years ago he sold his residence and elevator to Perry Moneymaker of Hopedale. Mr. Moneymaker conducted the grain business for a time, when he sold a half interest back to Mr. Russell, who has now bought back his residence and the remaining interest in the elevator. Mr. Moneymaker will move to Tremont and engage in the grain business there.

W. S. Sturgeon of Elliott, Ill., is quoted as follows in the Bloomington Pantagraph: "The Elliott Elevator Company is an association of some fifty farmers, who are incorporated and own a large elevator. This elevator is run by a gasoline engine, as are so many elevators nowadays. I was in business here for a few years, then moved to my old home in McLean County, where I remained for seven years. Then these farmers sent for me to manage their business at this point, and I have now been here for two years and am engaged for the coming year. My home is in Bloomington, where my family live. In our elevator here, we have a gravity loader. We elevate the grain to

the top of the tall building and then let it fall through a straight spout into cars. By means of a curved iron, flexible pipe, we can load the largest kind of cars without shoveling back a bit of grain. This is a great saving, as generally it takes two men, or more, to place the grain back in the cars, and then the dust is something terrible, too. We get rid of all that by means of our gravity loader."

### CENTRAL.

An elevator is to be erected at Johnsonville, Ind.

B. F. Simmons is buying grain at Fletcher, Ohio.

A new elevator is being built at Marshfield, Ind.

Smith & Bricker have rented Dodge's Elevator at Ayoca, Mich.

M. E. Burke has completed his new elevator at Larue, Ohio.

John B. Fisher has opened a seed and feed store at Patoka, Ind.

A new grain elevator at Rangeville, Ohio, has been completed.

H. J. Kneisley has sold his elevator at Carroll, Ohio, to J. P. Gundy.

D. Lawson & Son have sold their grain business at Rushsylvania, Ohio.

H. P. McCrary, a grain dealer of Yeddo, is now located at Kingman, Ind.

Bartlett, Kuhn & Co. will remove their elevator from Riley to Linton, Ind.

Silas W. Strimple, Greenwich, Ohio, has sold out his grain and coal business.

Whitaker & Jennings have succeeded Whitaker & Call at Francesville, Ind.

The Big Four Railroad may build an elevator on its docks at Sandusky, Ohio.

Walter Walker & Co. have purchased the Lamb Elevator at Imlay City, Mich.

The elevator at East Liberty, Ohio, is now operated by the Greeley Company.

The elevator at McComb, Ohio, is now being operated by R. A. Shepherd & Co.

The grain firm of P. C. Thomas & Co. at Breckenridge, Mich., has been dissolved.

The Arcola Elevator Co., Arcola, Ind., has incorporated with a capital stock of \$3,000.

W. E. Rich and Tim Harrington of Oxford, Ind., intend to build an elevator at Otterbein.

The firm of F. H. Berk & Co. continue the grain business of F. H. Burk at Trenton, Ohio.

J. P. & J. G. McCord have sold their elevator at McCordsville, Ind., to Anderson Plummer.

James H. Johnson has sold his elevator at Metamora, Mich., and will move to Denver, Colo.

The People's Elevator Co., Antwerp, Ohio, has been incorporated with a capital stock of \$20,000.

Title to the elevator at Morgan, Ohio, has now passed wholly to the hands of Jones & Co. of Derby.

Minnich & Zandes are building an elevator at Trotwood, Ohio, and will handle grain and mill feed.

Ed. Felts recently sold his elevator at Foster, Ind., and we understand he contemplates locating elsewhere.

The name of the Isbell Elevator Co. at Stockbridge, Mich., has been changed to the Stockbridge Elevator Co.

David J. Miller and Geo. C. Garman have purchased the Speth feed store and storage warehouse at South Bend, Ind.

W. O. Patty and J. F. Coppock of Troy have purchased a grain elevator at Fletcher, Ohio, and gone there to take charge of it.

Eber Hamden and Will Holden of Yale, Mich., have formed a partnership and will enter the grain and hay business at Brown City.

The property of the Wakarusa Mill & Elevator Co., Wakarusa, Ind., which failed some time ago, has been purchased by John Bechtel for \$3,210.

C. F. Davison of Bluffton, Ind., who recently built an elevator at that place, informs us that he expects to build elevators this season at Markle and Peterson, Ind.

It is reported that O. L. Means, who owns several elevators on the Big Four, will operate a large department store in Shelbyville, Ind., in a new building to be erected there.

Wm. Donlin has sold the elevator at Yeoman, Ind., to John A. McComas and has bought the Rockfield elevator, formerly operated by Wilson, Van Gundy & Co. Mr. Donlin will make important improve-

ments at Rockfield and place John Black of Cutler in charge.

John Layne has closed his elevator at Cherry Grove, Ind., for the season. He intends to enlarge and remodel the plant before the next crop moves.

Hagey, Moore & Co. will move the elevator which they recently purchased from the milling company, at Wyatt, to the site of their recently burned elevator at North Liberty, Ind.

Sam Tomlinson, of the Tomlinson Grain & Lumber Co., Winchester, Ind., writes us that they contemplate selling out their present business, and if they do they will probably buy one or more good elevators in Illinois.

The Columbus Grain & Elevator Co., Columbus, Ohio, has been incorporated with a capital stock of \$50,000, by C. S. Herr Sr., H. T. McKnight, O. C. Schenck and others. We understand they will build an elevator and engage in the track buying business.

The Colburn Grain Co., Colburn, Ind., has been incorporated with a capital stock of \$6,000. M. Schnaible is president, John F. Schnaible, vice-president, and James D. Ball, secretary and treasurer. They have let the contract for an elevator to be completed by May 15.

### MISSOURI, KANSAS AND NEBRASKA.

A second elevator is being talked of for Langdon, Kan.

J. G. Arnold continues the grain business of Arnold & Lee at Ransom, Kan.

P. C. Ball is about to commence work on an 8,000-bushel elevator at Elyria, Kan.

Miller & Bryson have sold their grain elevator at Overbrook, Kan., to L. A. Smith.

The Virginia Grain & Elevator Co., Virginia, Neb., has been succeeded by Joel Dobbs.

Wm. Schwindaman has succeeded David Daikers in the grain business at Marysville, Kan.

Forbes Bros. are completing a 40,000-bushel elevator and corn mill at North Topeka, Kan.

The Harroun Elevator Co. have placed a Birchard Crane Spout in their house at Davenport, Neb.

J. A. Boring of Osborn, Kan., will install a new engine, dump and other machinery in his elevator.

J. P. Gibbons & Co., wholesale grain dealers at Kearney, Neb., are now doing a retail business also.

It is reported that Geo. M. Cox will put up a 60,000-bushel elevator at Hays, Kan., before harvest.

The Prosser Grain & Supply Co. will place a Birchard Crane Spout in their elevator at Prosser, Neb.

Baker Bros. are building a 10,000-bushel grain elevator at Everest, Kan. It will be run by a gas engine.

Chas. Sang has sold out his grain and lumber business at Linwood, Neb., to the Nye-Schneider Co. of Fremont.

John R. Baker of Everest, Kan., is building a new elevator and installing equipment of modern machinery.

J. Quimby, grain dealer of Council Grove, Kan., has installed a Barnard & Leas 4-Roll Feed Mill in his elevator.

McLeod Bros. of Marietta, Kan., recently sold 85,000 bushels of corn to the Glucose Sugar Refining Co. of Chicago.

F. P. Fulton has sold his 10,000-bushel elevator at Brookwaller, Neb., to R. W. Nelson and is looking for a new location.

The new 25,000-bushel Green-Culver Elevator at Wichita, Kan., is expected to be ready to receive the first of the new crop.

The Greenleaf-Baker Grain Co. of Atchison, Kan., will build two new elevators, one to be erected at Biglow and one at Day, Kan.

The equipment of the new elevator of the Monroe Grain Co. of Monroe, Neb., includes the Hall Grain Distributor and other modern devices.

Lindblom & Clary have built a new storeroom and warehouse at Holdrege, Neb., to accommodate their increasing grain and feed business.

O'Flaherty Bros. of Dixon, Neb., have sold out the implement business which they have heretofore conducted in connection with their grain business.

B. E. Aldrich of Fairmont, Neb., is erecting a new elevator. The machinery is being furnished by the Downie-Wright Mfg. Co. and includes a Birchard Crane Spout.

The Mississippi Valley Elevator & Grain Co., St. Louis, Mo., has been incorporated with a capital stock of \$325,000, all paid. This company has been



organized to carry on the business of the late Farmers' Elevator Co.

The Downie-Wright Mfg. Co., York, Neb., have installed one of their 14-inch Birchard Crane Spouts in the elevator of the Merchants' Warehouse Company at Kansas City, Mo.

The Union Depot Elevator at St. Louis, Mo., the property of the St. Louis United Elevator & Grain Co., has been emptied and will be torn down to make room for additional sidetracks for the Terminal Railway.

Earle Gilbert, grain dealer at Nemaha, Neb., had a great delivery of corn during the latter part of March. In one day he took in 15,000 bushels and then the supply of cars giving out, he was compelled to shut down.

The Torpin Grain Co. of Oakdale, Neb., has purchased Melick & Paine's fine elevator at Elgin, Ill. Frank Zanuck has been placed in charge of it. This makes six elevators now owned and operated by the Torpin Company.

The grain firm of Skaggs & Hatfield, at Rome, Kan., has been dissolved by mutual consent. The business will be continued by A. F. Hatfield & Co., who write us that they will still receive with pleasure the "American Elevator and Grain Trade."

#### WESTERN.

E. Quilitch has sold out his wholesale grain business at Pueblo, Colo.

W. E. Harbert has sold out his grain business at Mt. Vernon, Wash.

The grain and grocery firm of R. Scott & Co. at Del Norte, Colo., has assigned.

The grain firm of Beckstead & Kyler, Salt Lake City, Utah, has been dissolved.

Campbell & Rogers have sold their grain and merchandise business at Plaza, Wash., to G. Lemley.

The Kershaw Grain Co. of Walla Walla, Wash., has sold to R. B. Smith all its leases of land on the W. & C. R. R. and also its grain warehouses, platforms and scales, and will give possession on June 1. The consideration is \$26,000. Mr. Smith is said to have made the purchase for the Puget Sound Flouring Mills Co.

According to General Manager H. E. English, the Northern Colorado Produce Association will build a large produce warehouse at Greeley, Colo., this summer, and a grain elevator will be the next step taken by this association of farmers. Mr. English says the farmers of that vicinity are just finishing the marketing of a million-dollar crop of potatoes, that is, about 6,500 carloads.

#### IOWA.

Braginton & Son of Manson, Iowa, have sold out their grain business.

Paul Henkels has installed a gasoline engine in his elevator at Alton, Iowa.

H. B. Cline, grain dealer at Hill's Siding, Iowa, has sold his lumber business.

It is reported that an elevator will be erected at Mallard, Iowa, by P. F. Dawson.

The United Starch Co., Sioux City, Iowa, have installed a No. 2 Cornwall Corn Cleaner.

A. A. Berry of Clarinda, Iowa, will build a 3-story seed warehouse, 40x100 feet, this spring.

H. J. Ries has sold out his grain and general merchandise business at Armstrong, Iowa.

J. W. Lowe recently purchased J. D. Welch's interest in the elevator at Volga City, Iowa.

H. P. Jenson has sold his grain elevator at Dy-sart, Iowa, to Oscar Casey, who will take possession May 5.

T. J. Pearson & Co. have been succeeded in the grain and implement business at Earlham, Iowa, by T. J. Pearson.

J. B. Wray of Creston, Iowa, has purchased the grain business of F. J. Taylor & Son at Creston and Cronwell, Iowa.

Geo. S. Neel & Sons of Webster City have purchased Johnson Bros' elevator and lumber business at Jefferson, Iowa.

One of the elevator men at Riverton, Iowa, is credited with having purchased 20,000 bushels of corn one day last month.

Henry Horstman has bought an interest in the lumber, grain and coal business of the Moeller-Bryant Co. at Reinbeck, Iowa.

J. W. Slutz has sold his elevator at Alta, Iowa, to C. W. Goodrich of Peterson. Mr. Slutz had been in business at Alta for nearly 25 years.

W. Burnside, who has long been engaged in the grain business at Audubon, Iowa, has sold his elevator and coal business to A. J. Leeke of Manning.

This makes four elevators now owned by Mr. Leeke.

E. M. Parsons, for 25 years a grain dealer at Carroll, Iowa, has sold his elevator property to Ed Nutter for \$6,000 and gives possession April 15.

H. F. O'Neill of Essex, Iowa, formerly of the firm of Gwynne & O'Neill, has sold his interest to his partner, G. M. Gwynne, who will carry on the business.

At the new stations of Pisgah and Moorhead, Iowa, the elevators of the Nye & Schneider Co. will be equipped with modern machinery, including Hall Grain Distributors.

Hans Frederickson has succeeded Eugene Colburn in the elevator business at Sergeant Bluffs, Iowa. Mr. Frederickson will put in an outfit for grinding feed, corn meal, etc.

At Traer, Iowa, the railroad is changing one of its tracks, and H. C. Pierce and H. F. Jenson will remove their elevators to a new location, with more convenient facilities. H. P. Jenson will rebuild his elevator.

Dickey & Whisler, the grain, hay and seed merchants of Farragut, Iowa, write us that they are about to commence remodeling their elevator. The style of the house will be somewhat unusual, but nevertheless practical.

Newspaper correspondence from Princeton, Iowa, says that the grain formerly shipped from there by boat will probably go by rail now and that an elevator for this purpose will undoubtedly be built in the near future.

W. L. Koon, of W. L. Koon & Co., Sloan, Iowa, has sold his elevator interest to J. R. Blair of Whiting, Iowa. Mr. Koon will continue in the lumber, brick and coal business. He had been engaged in the grain business at Sloan for 18 years.

#### WISCONSIN AND MINNESOTA.

F. S. Jacobs has sold his grain business at Atwater, Wis.

A. C. Johnson has rented the Cargill Elevator at Delano, Minn.

The Anchor Elevator Co. has put in a lumber yard at Grogan, Minn.

The Victoria Elevator Co. has closed its elevator at Correll, Minn., for the season.

The St. Anthony & Dakota Elevator Co. has opened a lumber yard at Climax, Minn.

A feed mill, elevator and warehouse is to be built on the West Side in St. Paul, Minn.

The Farmers' Elevator Co., Pine Island, Minn., have added a lumber yard to their business.

Hanson & Cole of Canby, Minn., contemplate installing a gasoline engine in their elevator.

It is reported that another elevator will be built at Wanda, Minn., by a Mr. Spaulding of Lamber-ton.

The Farmers' Elevator Co., Clinton, Minn., has decided to either build or buy an elevator at that point.

The Depue Bros. Co., at Holloway, Swift County, Minnesota, has been incorporated to deal in grain. Capital, \$40,000.

The Great Western Elevator at Ormsby, Minn., was completed last month. Ole Danielson is the buyer in charge.

The Minnesota Elevator Co. have installed Hall Grain Distributors in their new elevators at Frost and Marna, Minn.

The St. Anthony & Dakota Elevator Co. recently installed a large grain separator in their elevator at Kennedy, Minn.

The Twin Valley Elevator, Warehouse & Mercantile Association will rebuild their elevator at Twin Valley, Minn.

The Quirk Milling Co. of Waterville, Minn., have opened a warehouse at Chaska, and are buying wheat and retailing flour.

The new Peavey Elevator at Duluth, capacity 1,250,000 bushels, was filled within 18 days after it was handed over by the contractors.

It is reported that the Cargill Company of La-Crosse, Wis., are about to build a 25,000-bushel elevator in the Winona & Western yards at Rochester, Minn.

The Sheffield Milling Co. of Faribault, Minn., contemplates moving its large elevator from the town to its mills, about a mile and a half from town.

The Barnett & Record Co. of Minneapolis has secured the contract for rebuilding the elevator for the Prairie Roller Mill Co. at River Falls, Wis. The elevator will be driven with a rope drive from the mill and will be equipped with the Moulton

Electric Automatic Alarm Distributor, manufactured by J. J. Gerber of Minneapolis.

Work on the new Omaha Elevator on Allouez Bay, Superior, Wis., is so far completed that grain will probably be going into the house before the first of May.

The Farmers' Elevator Co., Faribault, Minn., has let the contract for a 30,000-bushel elevator to be completed by June 1. It is to replace the one recently burned.

J. L. Ross has purchased a site at Superior, Wis., on which he will erect a small cleaning elevator for coarse grains. He expects to commence work at once.

The elevators at Duluth and Superior are now nearly all full and it is estimated that there will be 22,000,000 bushels of grain in store there at the opening of navigation.

The Independent Elevator Co. has filed amended articles of incorporation, increasing its capital stock to \$150,000 and changing its headquarters from Duluth to Minneapolis.

The Marinette, Tomahawk & Western Ry. Co.'s new grain elevator at Tomahawk, Wis., is now being operated by electricity generated by water power. This elevator supplies grain for the Spirit Falls Milling Co.'s mill at Spirit Falls, Wis.

It is reported that the Chicago, Milwaukee & St. Paul Railway Co. are about to let contracts for the erection of large elevators and warehouses on Allouez Bay, Superior, Wis., and that timber is now being cut along the right of way, by which the road will reach the head of Lake Superior.

#### SOUTHERN.

Denton & Co. have opened a grain and feed store at Somerset, Ky.

J. E. Dixon Jr. & Co. have sold out their grain business at Paducah, Ky.

A \$30,000 oil mill is to be built at Giddings, Texas, by E. A. Falke and others.

L. L. Castellou is building a grain and feed warehouse at Clarendon, Texas.

William Dickens has opened a wholesale grain and feed business at Sanford, Fla.

O. N. Julian of Tusculumbia, Ala., is going to build a cottonseed-oil mill at once.

G. W. Niceley is building a grain elevator in connection with his mill at Miami, I. T.

The Dodd City Oil Mill Co., Dodd, Texas, has been incorporated with a capital of \$40,000.

A. K. Wells has succeeded Wells & Fox Bros. in the grain and milling business at Obion, Tenn.

J. W. Bryan and N. M. Johnson have opened a wholesale grain, hay, flour and meal business at Marion, S. C.

It is reported that the Texas & Pacific Railroad Company will build a 500,000-bushel elevator at Westwego, La.

The Smith Grain Co., Little Rock, Ark., has purchased a Cornwall Feeder for its feed mill, from the Barnard & Leas Mfg. Co.

The grain firm of Bacon & Hamilton at Bristol, Tenn., is now doing business under the name of Hamilton, Bacon & Hamilton.

The Drennan Grain Co. has purchased the Medford Mill & Elevator Co.'s elevator at Hennessey, Okla., and placed Fred Septer in charge.

The Greenville Mill & Elevator Co. of Greenville, Texas, have let the contract for two steel storage tanks, with a capacity of 30,000 bushels each.

Lanford Jones and Deboe Esslinger have formed the firm of Jones & Esslinger at Huntsville, Ala., to do a wholesale and retail grain and feed business.

Morris Weslosky of Albany and Ed. Pfeiffer of Brunswick, Ga., have formed the firm of Pfeiffer & Co. for the purpose of carrying on a wholesale grain and provision business at Brunswick.

Henry Heile & Sons, the grain and hay dealers of Cincinnati, Ohio, have purchased the 300,000-bushel elevator on the L. & N. at Latonia, Ky. They will fit the house up with modern machinery and build a hay warehouse in connection.

Capt. J. J. Powers and associates have bought the entire interests of the Mulholland heirs and others in the Vicksburg & Greenville Mail Line of steamers. This deal will result in the consolidation of the Vicksburg and Greenville, Miss., elevators and all warehouses at intermediate points.

E. M. Flickinger has secured the control and management of the Farmers' Elevator at Kingfisher, Okla., succeeding J. C. Hill. The elevator is the largest and best equipped in that town, having a capacity of 30,000 bushels. Mr. Flickinger is a member of the Oklahoma & Indian Territory Grain



Dealers' Association, as was his predecessor, Mr. Hill.

#### EASTERN.

John Dyer will open a grain store at Knightville, Me.

C. E. Stevens has sold his grain business at Potter Place, N. H.

Reginald Brackett has opened a grain store at South Acworth, N. H.

Guy Sweet has engaged in the grain and hay business at Manchester, Mass.

J. S. Perkins & Co. have opened up their grain, hay and feed business in a new building at Malden, Mass.

Llewellyn Morrill has leased H. M. Fuller's grain and seed store at Waterville, Me., and will continue the business.

It is reported that the Cumberland Valley Railroad will build a grain elevator at Halfway, Washington Co., Md.

E. G. Gonser is going to erect a grain elevator at his grain, flour and feed establishment in the P. & R. yards at Mt. Carmel, Pa.

The Scott Grain Co. was recently organized at Amesbury, Mass. F. A. Noyes is president; Adam Scott, treasurer, and D. Colby, clerk.

John S. Shellinger, formerly a grain and hay merchant at Cranston, in the village of Pawtuxet, R. I., has filed a petition in bankruptcy.

The United States Mortgage & Trust Co. of New York has brought suit to foreclose a mortgage of \$250,000 on the Eastern Elevator at Buffalo, N. Y., owned by the Eastern Elevating Co.

The Whitney Elevator & Warehouse Co., Rochester, N. Y., has elected the following directors: James Whitney, E. L. Whitney, H. Ray Gilbert, H. N. Howard and Edmund Thomas.

The Boutwell Milling & Grain Co., North Troy, N. Y., held its annual meeting April 2, at which time the following were elected as directors: F. E. Draper, F. E. Howe, Hugh Galbraith, E. N. Akin, W. C. Geer, M. L. Akin and John Danaby.

A. R. Manning & Co. are preparing to erect an elevator at Yantic, Conn. It will be 42x96 feet. The section in which the bins will be located will be 42x24 feet, 50 feet high. There will be nine bins, with a capacity of 800 bushels each.

H. Crowe & Co., grain merchants and exporters, with offices in the Produce Exchange Building, New York, made an assignment on April 7. The firm was a large forwarder of Manitoba wheat. It is stated that they may be able to resume business soon.

The Lewis Wharf Co. has been incorporated at Belfast, Maine, to carry on a wholesale and retail grain, coal, merchandise and provision business. It has a paid-up stock of \$9,000. Chas. E. Knowlton is president and Hartson C. Pitcher, treasurer.

The Meriden Grain & Feed Company, Meriden, Conn., A. L. Collins, president; B. W. Collins, treasurer, and J. L. Billard, secretary, have opened a store at 41-43 South Colony Street and are handling agricultural implements and farm wagons in connection with their grain business.

#### ✓ CANADA.

James B. Stevens is now managing the grain business of W. C. Graham at Winnipeg.

The Northern Elevator Co. has closed its elevator at Strathclair, Man., until seeding time is over.

The Canada Atlantic Railway will commence work this month on a 1,500,000-bushel elevator at Depot Harbor.

The Dominion government has been blasting during the winter in the harbor at Goderich, Ont. By May 1 they expect to have an 18-foot channel to the new elevator and the dredging will be carried on until vessels of 22-foot draft can go from the lake to the dock.

The harbor at Meaford, Ont., has many natural advantages as a waterway, but greater width and depth are necessary to make it an entry port for grain. The town has given a bonus of \$50,000 toward a necessary \$175,000 for the erection of a large elevator and the extension of the G. T. R. to the dock, but this expenditure would be futile without the harbor improvements which the government is now being asked to make.

The Connors' Syndicate has let the contract for building its 2,000,000-bushel elevator at Windmill Point, Montreal, to James Stewart & Co. of St. Louis, Mo. They have already sublet the contract for 2,300 hardwood piles and other foundation material. The plans for this elevator have been prepared by the Barnett & Record Co. of Minneapolis. When the government gets the Port Colborne harbor in shape, it is understood that the Syndicate

will erect a large elevator there also. The Syndicate has acquired the charter of the Canadian Inland Transportation Co., which gives it large powers in carrying on the business of elevating grain, common carriers, forwarders, wharfingers, warehousemen and ship builders.

#### THE DAKOTAS.

The Canton Grain Co., Canton, S. D., has erected a commodious office.

Huffman & Son are preparing to build a grain elevator at Gary, S. D.

W. H. Olds has moved his Spottswood grain house to Tulare, S. D., and will use it as a store room.

James Bell has sold to the National Elevator Co. his elevator at Herriott's Siding, between Grafton and Minto, N. D.

The Farmers' Elevator Co., Salem, S. D., has been incorporated with a capital of \$3,000, by B. F. Chapman, F. D. Moore, C. H. Padgett, J. F. Stark and others.

The Geo. C. Bagley Elevator Co. are preparing to remodel their grain warehouse at Bradley, S. D., into a first-class elevator. H. H. Minthorn is their local agent.

The North Dakota Grain Growers' Association was formed at a meeting held at Grand Forks recently. Thos. Dodd of Hope, N. D., was elected president, and M. S. Blair of Ojata, secretary.

The directors of the Interstate Grain Palace Association, Aberdeen, S. D., have elected the following officers for the coming year: President, J. C. Sheldon; secretary, W. H. Morgan; treasurer, O. S. Clark.

## The EXCHANGES

Chicago Board of Trade memberships have changed hands during the past month, at prices ranging from \$1,825 to \$2,100.

The annual auction of choice of flour and grain tables on the Baltimore Chamber of Commerce was held on April 2, and \$347.50 in premiums was realized.

Duluth Board of Trade memberships have been in good demand recently, and sales are reported at \$185. So many have been allowed to lapse during the past few years that only 139 certificates are now in force.

The grain men of the St. Louis Merchants' Exchange have asked the directors to appoint a committee, familiar with the grain trade, to revise the rules governing this business. The matter was referred to the Committee on Rules.

The Board of Trade of Edmonton, Alberta, held its annual meeting on March 31. According to the president's address, the prospects for increased grain and hay shipments are bright. C. F. Strang was elected president and Isaac Cowie secretary-treasurer.

Secretary Chas. Keep, of the Merchants' Exchange, Buffalo, N. Y., was at the head of a delegation sent to Washington early this month to protest against work on the milling canal in St. Mary's River, on the grounds that it will prove detrimental to navigation interests.

For the purpose of increasing speculation in the pit, the members of the Kansas City Board of Trade have voted that on and after April 4, 1,000 bushels instead of 5,000 bushels of grain shall constitute the minimum lot to be dealt in speculatively. The revised rules also provide for a uniform commission rate of 1/4 of a cent per bushel for handling options bought or sold by non-members.

Among the many prominent men who are joining the Chicago Board of Trade, we mention the following few: H. A. Parr of Baltimore, George Spencer of Duluth, Chas. M. Harrington of Minneapolis, Nathaniel Moffit of St. Louis, and Leo Rapaport, representing Dreyfus, the New York exporter. At the meeting of the Board of Directors on March 27, there were 27 new members admitted. They are large traders who are joining to avail themselves of the minimum commission rate of 1-16 of a cent.

It is expected that the directors of the Cincinnati Chamber of Commerce will ask the members to vote on an amendment to Section 3, of Rule 6, which now provides that "the seller shall have the right to demand of the buyer three-fourths of the contract upon a basis price of 28,300 pounds per car, etc." This rule is too antique for these days of 70,000-pound cars of corn, and the amendment will provide that the seller shall have the right to demand of the buyer three-fourths of the contract upon the basis of the weight as reported

by the receiving railroad company in its notice of arrival.

The directors of the St. Louis Merchants' Exchange are acting on the recommendation of the Grain Committee for establishing a system of weighing by the Exchange, and the City Council has been asked to pass an ordinance providing for such weighing. The Grain Committee has also recommended that No. 2 wheat to be delivered on future contracts weigh 59 pounds to the bushel.

Rules have been adopted by the Consolidated Stock and Petroleum Exchange of New York to govern commissions on grain, as follows: For any person or firm not a member, 1-16 cent per bushel for buying or selling; for any member, 1-32 cent per bushel for buying or selling. A brokerage of 20 cents per thousand bushels for members doing their own buying, but clearing through other brokers, or 10 cents per thousand bushels if the name of the principal is given up the same day as the transaction. Penalties are provided for any member who cuts or by any subterfuge reduces the rates of commission or brokerage.

## COMMISSION

Cobb & Gardner succeed S. W. Cobb & Co., grain commission merchants, St. Louis, Mo.

D. F. De Wolf, a feed and grain commission merchant of St. Paul, Minn., has filed a voluntary petition in bankruptcy.

A. C. Rous, who has been Chicago manager for McIntyre, Wardwell & Co., will be floor manager for Finley Barrell & Co.

Members of the Chicago Board of Trade say there has been no falling off in commission business since the adoption of the new commission rule.

George W. Hunt, who has been with Finley Barrell & Co., has started in the commission business under the firm name of George W. Hunt & Co.

C. W. Whitmore and J. H. Martin, representing Moody & Co. of Chicago, have opened a commission brokerage office in Janesville, Wis., under the firm name of J. H. Martin & Co.

Wiley B. Waters, of the Board of Trade firm of Waters, Patterson & Co., successors to McCrea & Waters, filed a voluntary petition in bankruptcy April 4. He states his indebtedness as \$205,942.

The stock and grain brokerage firm of Clapp & Culver of Eau Claire and Marinette, Wis., failed March 30. The liabilities are estimated at \$4,000, with no assets. D. O. Clapp and F. H. Culver were arrested on a charge of embezzlement.

Ely, Harris & Co. have incorporated at Duluth to do a general grain business. The capital stock is \$10,000 and the limit of indebtedness is \$50,000. The incorporators are John A. Ely, Francis M. Harris and Henry F. Salyards, all of Duluth.

O. A. Streater, formerly with the McNeil Grain Company, has opened an office in Sioux City, Iowa, in grain and stock commission. The firm will be known as the Streater Commission Company. They have a private wire to C. O. Coe & Co. of Omaha.

George B. Nicoll, who has been manager of the West Seattle elevator since 1893, has recently opened an office in Seattle as shipping and commission broker. Charles W. Cropp, formerly bookkeeper at the West Seattle elevator, succeeds George B. Nicoll as manager.

Tracy & Co., a stock, bond and grain commission house organized in Milwaukee about a year ago, now have a New York branch and have recently bought out J. B. Breese & Co., an old established Chicago house, with quarters at La Salle and Adams streets. The firm will also increase its capital.

Leading commission houses on the Chicago Board of Trade are contemplating the offering of a reward for evidence of any violation of the new rule against the cutting of commissions. This reward will probably be advertised in Chicago and in the East, and will be additional to the reward of \$1,000, which is offered by the Exchange itself, and which is incorporated in the commission rule.

McIntyre, Wardwell & Co. will close their Chicago branch office May 1. It is said that this firm, which is one of the largest grain houses in this country, will be reorganized and that the senior member, T. A. McIntyre, will retire. The recent collapse of the flour trust, the liquidation of the Produce Exchange Trust Company, and lack of success in some other combinations with which Mr. McIntyre was closely identified are said to be the cause of his retirement. T. A. McIntyre made a fortune by making an export grade out of No. 3 wheat and corn, a scheme of which he was the originator. He then combined and floated the Brooklyn warehouses, organized the New York Produce Exchange Trust Company, with \$5,000,000 capital, and launched the flour trust,



which recently collapsed. He is very wealthy, as also are all the members of the firm. Mr. Wardwell, whose name appears in the firm title, recently said in court that he is not and has not for some time been a member of the firm.

E. G. Heeman, manager of the receiving department of Ware & Leland, Chicago, reports that during the month of March the business done by the firm was a record breaker, being double that of any previous month in the firm's history. Thus far this month its business is running ahead of last month, yet their unexcelled facilities enable them to handle all orders and consignments promptly and satisfactorily.

## CROP REPORTS

Winter wheat and winter grains in Wisconsin are reported to be in fair condition.

Oats have been seeded in Central and Southern Illinois, with about the same acreage as last year.

The planting season has had a favorable opening in Iowa, and the prospect for large crops is excellent.

From present indications the wheat crop in Kentucky in the vicinity of Richmond will be considerably above the average.

The spring wheat acreage in the Palouse country, Washington, is reported much less than last year, while the winter wheat acreage is unusually large. The crop outlook is good.

C. M. Strong, weather and crop observer for Oklahoma, announces that winter wheat in that territory is in excellent condition; rye is doing well and corn and oats have been seeded.

The Michigan April crop report shows that the present condition of the wheat crop in that state is 64, as against 72 at this time last year. The outlook for a good average crop is not favorable.

Minnesota farmers report a slight decrease in the acreage of wheat, owing to the growth of the dairy interest and the cultivation of stock food. Spring wheat has been quite generally seeded in this state.

The secretary of the Missouri State Board of Agriculture says that, from present prospects, the wheat crop of Missouri will aggregate between 12,000,000 and 15,000,000 bushels, and ought to be more than double last year's yield.

The wheat acreage in the Dakotas will exceed that of 1899, and probably will be larger than in any other season. All other leading crops promise larger acreage, also, though the increase in percentage of area will probably be largest in flax.

Forty-eight counties in the central and southern portions of Illinois report the condition of wheat on April 1 as 89. The most favorable reports come from the central counties, and indicate that the state may produce the largest wheat crop in many years.

Oklahoma, Texas and other western states, and even New York, will cultivate broomcorn this year under the stimulus of the high prices last season. In the old-established broomcorn sections of Illinois, Kansas and Nebraska, the acreage will be increased and will probably be the largest on record.

In South Dakota grain dealers say that about the same acreage of wheat may be expected as last year. In North Dakota the acreage will exceed any previous year by probably 15 per cent. It is estimated that half a million acres of land will be added to the cultivated area of North Dakota this season.

George B. Comstock, who covers the western corn territory for Bartlett, Frazier & Co., says that the amount of corn now in cribs is about 10 per cent of what it was a year ago. He thinks that the country corn movement, small as it is now, will be smaller from now on, owing to the poor spring roads and the farmers' activity in the fields.

The Secretary of Agriculture for Kansas recently made the prediction that if present conditions continue Kansas will produce not less than 70,000,000 bushels of wheat in 1900, Nebraska 50,000,000 bushels and Oklahoma 40,000,000 bushels, by far the largest crops ever produced by either. The figures last year were: Kansas, 36,468,000 bushels; Nebraska, 20,791,000, and Oklahoma, 16,202,000.

Statistician Howard, who has recently visited California, says that supplies of old wheat there are very large, and that there is a scarcity of vessels. The Portland, Ore., Commercial Review, estimates that fully 12,000,000 bushels of wheat are still in the interior of that state east of the Cascades, and that the amount to be carried over July 1 will be very great. The season on the Pacific Coast is unusually far advanced this year, and the prospect for a large crop of wheat is excellent.

Many old-time farmers are predicting that harvesting will begin early in June. Low prices are anticipated.

Hessian fly has wrought general destruction in the wheat fields of Ohio. The condition of the wheat crop April 1 was 46 per cent of an average. Of the crop of 1899 there was still in producers' hands 23 per cent. Winter barley and rye were in much better condition. It is said that the ravages of Hessian fly were never more marked. Hundreds of acres will be plowed under for spring crops.

Recent reports from every county in Nebraska indicate that the winter wheat yield will be heavier this year than usual. The acreage is about 1,000,000 acres, and that of spring wheat will be about the same. The condition of winter wheat is 98, which is unusually high for this season. The corn acreage this year will be about 6,000,000 acres. Last year it was 7,000,000, which was an exceptionally large acreage, and was caused by winter wheat fields being plowed up and devoted to corn.

Indiana wheat fields are being plowed up and sowed to oats and corn. Shelby County farmers have recently bought over 10,000 bushels of oats for seeding on wheat lands. Grant and Montgomery counties send similarly discouraging reports of damage to winter wheat. Hessian fly destroyed much of it last fall, and the rest has been badly winter-killed. The best reports come from Ripley County, but even there the prospects are not good. Indiana raised only 25,000,000 bushels of wheat last year, against 38,000,000 in 1898, and 43,600,000 bushels in 1894. Their farmers' reserves on March 1 were only 6,000,000, against 11,000,000 the year before, 7,000,000 two years ago, and less than 4,000,000 three years ago.

The April report of the statistician of the Department of Agriculture shows the average condition of winter wheat on April 1 to have been 82.1, against 77.9 on April 1, 1899, 86.7 on April 1, 1898, and a ten-year average of 82.8. While the ravages of the Hessian fly in Ohio, Michigan and Indiana will probably result in not one of these three states producing more than half a crop, an exceptionally high condition is reported from the winter wheat states west of the Mississippi River and from the Pacific Coast. The principal averages are as follows: Pennsylvania 72, Ohio 47, Michigan 57, Indiana 51, Illinois 88, Missouri 91, Kansas 99, Texas 101, Oklahoma 99, Washington 106, Oregon 100, and California 90. The average condition of winter rye is 84.8, against 84.9 on April 1, 1899, 92.1 on April 1, 1898, and a ten-year average of 89.1.

## PERSONAL

S. E. Millen, grain buyer, has bought a residence in Robinson, Kan.

Evans Noyes is now buying grain for L. H. Raymond in Modale, Ia.

Otis Hammel, of Blakesley, O., has bought the grain elevator at Edon, O.

T. E. Bolton is in charge of Nye & Schneider's elevator at Hanlontown, Ia.

James Davison has charge of the erection of the new elevator at Bloomfield, Vt.

Dan Burger succeeds Sam Clabaugh in the management of the elevator at Lapaz, Ind.

P. C. Bayers of Armstrong, Ia., is manager of the H. J. Ries elevator at Ormsby, Minn.

Abraham Stucky of Hartford, Ind., is now in the employ of the Berne Grain and Hay Co. of Berne, Ind.

D. W. Thomas has succeeded T. E. Powell as local agent for the Marfield Elevator Company at Linn Grove, Ia.

C. E. Miller, who has been a grain and hay buyer at Marion, Ind., is now engaged in the same business in East St. Louis, Ill.

Donald Ryrie, agent for the land, loan and grain business of Balfour, Guthrie & Co., now makes his headquarters at Colfax, Wash.

H. A. Horstman has resigned his position in the bank of Reinbeck, Ia., and has entered into partnership in the grain, coal and lumber business with P. D. Moeller of that town.

F. Reddaway, a grain buyer of Stratford, Ont., with his son, Russell, has gone to Summerbury, Saskatchewan, where the young man expects to locate.

George Osgerby, who has charge of the Spencer Grain Company's elevator at Crippen, Ia., has removed from Ruthven to Emmetsburg, Ia., and will make his home at the latter place.

Edward P. Harrison, who has had charge of the grain business of W. N. Potter & Sons at Charlemont, Mass., has been transferred to the firm's store in Athol, Mass., in place of Arthur A.

Prentiss, resigned. F. D. Legate has been appointed manager of the Charlemont store.

Frank E. Hadley, formerly a grain and flour exporter, received his discharge in bankruptcy in New York March 22. His liabilities were \$120,072.

C. T. Prouty, the territorial grain inspector of Oklahoma, is a candidate on the Republican ticket for member of the Kingfisher, Okla., school board.

J. G. Maxwell, of the firm of J. G. Maxwell & Co., grain dealers of McPherson, Kan., has started on an extended trip through Europe, and will visit the Paris Exposition before his return.

C. L. Morin, who has been for a long time in the employ of the Globe Elevator Company at Superior, Wis., is now visiting Europe, and the Paris exposition, and will be absent several months.

T. E. Powell, who has been local agent for the Marfield Elevator Company at Linn Grove, Ia., will build an elevator at one of the new towns on the Rock Island Railroad in Clay County.

Frank D. Niemann, who has been in the grain business at Avoca, Ia., for a number of years, succeeds Fremont Butler as manager of the Des Moines Elevator Company's interests at Oakland, Ia.

F. N. Rood, manager of the La Rose Grain Co., La Rose, Ill., will be abroad for two months this summer with his wife, visiting England, Germany, Switzerland and France and taking in the Paris exposition.

Carl Plange, son of George Plange, one of the leading grain merchants in Hamburg, Germany, and Carl Trettan, general manager of the business, have been visiting the grain exchanges of this country of late.

Charles T. Fox, representative in London of the Pillsbury-Washburn Company, has been appointed a delegate to the international convention of millers and grain growers, which is to be held in Paris during the coming summer.

Fayette S. Curtis, a civil engineer who has had large experience in the erection of grain elevators, warehouses and in railway construction generally, has been elected fourth vice-president of the New York, New Haven & Hartford Railroad.

John J. Manion, note teller at the Marine Bank, Buffalo, N. Y., has been appointed by Superintendent Thomas W. Kennedy as paymaster and chief bookkeeper in connection with the grain handling business at Buffalo during the coming season.

John H. Ellsworth has applied for membership in the Chicago Board of Trade. He is president of the Hunting Elevator Company at McGregor, Ia., and largely interested in an elevator system along the line of the Chicago, Milwaukee & St. Paul Railroad.

C. G. McNeil, president of the McNeil Grain Company of Sioux City, Ia., has become a member of the Chicago Board of Trade. The McNeil Grain Company now has branch offices at Sioux Falls, S. D., Luverne, Minn., Windom, Minn., and Sheldon, Ia.

F. B. Klutzz of New Orleans has been visiting Buffalo lately to inspect the Great Northern Elevator. He is quoted as saying that the increase in grain exports from New Orleans is likely to make it necessary to build several elevators there in the near future.

Otto Huben, the millionaire brewer and a prominent director in the American Malting Company, has been very seriously ill of late at the Hotel Margaret, Brooklyn, N. Y. His illness is said to have been caused by overwork in connection with American Malting Co.

Jimmie Rawleigh, the seven-year-old son of J. H. Rawleigh, a Chicago grain dealer, played the hero's part in a recent accident at Garfield Park. Jimmie and his friend Chester Collard, ten years old, were standing on the ice of the park pond, 100 yards from shore, when it crumbled beneath their feet and they fell into the icy water. Young Collard could not swim and was fast drowning when Park Policeman Collins reached him. Jimmie was treading water and trying to save his companion. "Take Chester first," he called to the policeman. The officer reached shore safely with Chester and returned just in time to save Young Rawleigh. His father is justly proud of his son's heroism and his accomplishment as a swimmer. The Rawleigh family visit the Wisconsin lakes every year and they say that Jimmie learned to swim when he was hardly out of dresses.

The sale of 100 tons of broom corn was made at Oakland, Ill., on April 4, at \$200 per ton.

"Our Red Book Annex," by Howard. Bartels & Co., publishers of the Daily Trade Bulletin, Chicago, for the first quarter of 1900, is out. Like all this firm's tabulated statistical information, it is just right in matter and in just the right form to be useful.



# BARLEY AND MALT

During the first week of April five steamships sailed from the port of Boston for Europe, with a total of 342,800 bushels of grain and barley.

The total shipments of barley from San Francisco to European ports from July, 1899, to February, 1900, inclusive, were 3,184,968 bushels, valued at \$3,105,956.

To redry slack malt it is recommended that a temperature of 118 degrees to 132 degrees Fahrenheit be used at first, until the moisture is driven off, and then raise it to 160 degrees to 170 degrees Fahrenheit for recuring.

Analysis shows that brewers' grains contain 24.3 per cent of dry matter and that the digestible nutrients in 100 pounds are 3.9 pounds of protein, 9.3 pounds of carbohydrates and 1.4 pounds of fat. The market value of this feed is about \$7 a ton.

The Manitowoc Malting Co. of Manitowoc, Wis., recently incorporated, has erected a malt house with a capacity of 500,000 bushels, and an elevator of about the same capacity. The malting will be done on a new eight-day system, the installation of which will be made by the Saladin Pneumatic Construction Co. of Chicago. The plant is now ready for operation.

W. H. Reed of Walla Walla, Wash., recently imported from England a bushel of barley for seeding purposes that cost him \$8 delivered. This barley is said to have a solid head, like wheat, instead of only four rows of grain. The barley head became so heavy in the process of building up the variety that the straw had to be strengthened to carry it. It is claimed that this barley produces a wonderful yield per acre.

The receipts of barley at Cincinnati for the month of March, 1900, as shown by the records of the Chamber of Commerce, were 64,111 bushels, and shipments 1,694 bushels, as compared with receipts of 77,930 bushels and shipments of 48 bushels in the same month last year. The receipts of malt during March, 1900, were 101,081 bushels and shipments 95,036 bushels, as compared with receipts of 75,730 bushels and shipments of 53,751 bushels in March, 1899.

The Chamber of Commerce at Hildesheim, Germany, has recently sent a letter to the central commercial organization of that country, from which the following is an extract: "For a long time it has been noticed in this district that cattle fed on American barley soon refused to eat, although the barley was without apparent blemish and perfectly odorless. It was remarked especially that it was altogether free from weed seed. Although this feed is in appearance much better than Russian barley, cattle prefer the latter. The reason for this aversion is unknown. The agricultural experiment station of the district can assign no reason, and we accordingly ask you if you know of any explanation for this peculiar condition. If desired, we can send samples of the seed for your examination."

J. H. Robbins of Polk County, Oregon, is the originator of a new variety of barley, which he has named "Robbins' White Winter." Unlike the ordinary barley, in which the straw is so short that the grain cannot be formed into bundles like wheat or oats, this six-rowed variety grows to the height of five feet and more without falling. It is plump and large and of a beautiful white color. It has been tested for brewing purposes and pronounced first class. It is a large producer, as many as 36 heads having been produced from one kernel, and as many as 126 grains having been counted in many of the heads. The new grain comes from one "stool" found by Mr. Robbins on his farm in 1896, which, from its unusual height and the unusual form of the head, attracted his attention, the kernels growing on a spiral around the "cob." From this he secured one ounce of seed, which next year produced him 18 pounds, and from this 18 pounds sown on three-quarters of an acre he last year raised 50 bushels. He has the 50 bushels sown this year, and it is now looking finely, and gives promise of an abundant crop. It stands the same amount of freezing as does the old white winter wheat, so long and successfully raised in the Willamette Valley.

## PRODUCTION OF BARLEY IN 1899.

Figures from the division of statistics of the United States Department of Agriculture show that the production of barley in the United States in 1899 was 73,381,563 bushels from 2,878,229 acres, the average yield per acre being 25.5 bushels and the average price on the farm December 1 being 40.3 cents. The states which led in this production were: California with 22,239,776 bushels; Iowa, 12,011,896 bushels; Minnesota, 8,144,125; Wisconsin, 7,670,550; North Dakota, 5,909,352; New York, 4,052,472; Kansas, 3,183,165; South Dakota, 2,410,354; and Washington, 1,410,360 bushels.

## IMPORTS AND EXPORTS OF BARLEY AND MALT.

BARLEY.			
Imports—	Bushels.	Value.	
February, 1899.....	8,180	\$3,075	
February, 1900.....	7	4	
Eight mos. ending Feb., 1899..	104,273	50,909	
Eight mos. ending Feb., 1900..	179,383	86,097	
Exports—			
February, 1899.....	125,517	93,131	
February, 1900.....	1,113,808	505,907	
Eight mos. ending Feb., 1899..	1,710,015	1,064,339	
Eight mos. ending Feb., 1900..	19,276,826	9,155,889	
BARLEY MALT.			
Imports—			
February, 1899.....	400	325	
February, 1900.....	3	2	
Eight mos. ending Feb., 1899..	3,863	3,443	
Eight mos. ending Feb., 1900..	2,118	1,886	
Exports—			
February, 1899.....	19,238	13,538	
February, 1900.....	14,911	12,156	
Eight mos. ending Feb., 1899..	247,682	179,730	
Eight mos. ending Feb., 1900..	182,809	133,974	

## OBITUARY

W. T. Blacker of the Blacker Coal & Grain Co. of Kansas City, Mo., died recently.

John R. Westbrook, of the Westbrook Grain & Commission Co., Pine Bluff, Ark., died recently.

Mrs. Mary E. Layton, wife of W. C. Layton, a grain dealer of Des Moines, Ia., died March 28 at her home in Kansas City, Mo., of heart failure. Mrs. Layton was a teacher of vocal music and a distinguished musician.

John J. McCaffrey, head of the firm of Daniel McCaffrey's sons, hay dealers of Pittsburg, Pa., died in that city March 23, after an illness of about six months. An extended obituary notice will be found on another page of this issue.

Henry Coons died at Bloomington, Ill., March 22, aged 53 years. He was superintendent of the leased telegraph lines of a Chicago grain firm. For several years he was a Board of Trade operator in Bloomington, Lexington and Lincoln, Ill.

E. H. Winchester, who died March 28 at his home in South Brooklyn, N. Y., was for many years engaged in the flour and grain business in that city. He was born in Pine Plains, N. Y., in 1815. He leaves a widow and three children.

Albert Webb died March 8 at Windham Center, Me., after an illness of several months. He was 77 years old, and during most of his business career of fifty years was a flour and grain dealer in Portland, Me. For two years past he had lived retired at Windham Center.

Henry G. Hockett of Anderson, Ind., who is said to have accumulated a fortune in the grain business, died suddenly of heart disease April 8, on the train between Anderson and Indianapolis. He was blind, but was considered one of the leading business men of his city.

Samuel Skeen died at his home in Chicago March 18, aged 72 years. Mr. Skeen was born in Rockbridge County, Virginia, and settled in Jacksonville, Ill., in 1850. He moved to Chicago in 1876 and for several years past has been connected with the state grain inspection office.

Carmes W. Baldwin died at Rochester, Minn., March 23, aged 88 years. He came to Rochester in 1865 and for several years was associated with G. W. Van Dusen in the grain business. He is survived by his widow, one daughter and one son, Corwin C. Baldwin, of Sundance, Wyo.

Daniel Thompson died recently at Patterson, La. Mr. Thompson was born in Baldwin, Me., about 77 years ago. When a young man he went to Chicago and was at one time engaged in the grain business. During the latter part of his life he lived in Louisiana, where he owned an extensive sugar plantation.

Amos W. Twining died at his residence in Philadelphia March 26, aged 72 years. He was born in Bucks County, Pennsylvania, and settled in Philadelphia in 1861. He was associated with his brother in the grain business and was a member of the Commercial Exchange and connected with the Trades League from its organization.

John Hanson died at his home in Salem, Mass., March 22. He was born in Farmington, N. H., in 1830, and in early life was a civil engineer in the employ of the New York, New Haven & Hartford Railroad. In 1856 he became a partner with his brother, the late Job V. Hanson, in the grain business in Salem. The firm name was J. V. & J. Hanson, and they operated flouring mills in Salem and Danversport and a store in Peabody. The mills at Danversport were totally destroyed by fire April

28, 1896, and the remainder of the business was recently sold.

Alfred J. Sohl died at his home in Westfield, Ind., March 17, aged 68 years. He was well known throughout Indiana and adjoining states as a grain dealer. In 1864, with three brothers, he operated a large flouring mill in Indianapolis. A few years later he built an elevator in Noblesville and still later one in Westfield. A widow and one son survive him.

John C. Ryan died at his home in Chicago recently, aged 73 years. He was well known to the older members of the Board of Trade, having been a member of that organization. He was a drayman of the old time whose chief business was hauling grain and seeds from railroads to warehouses, and who found it to his interest to have a Board of Trade membership to keep in close touch with his patrons.

Thomas Irving, a grain and hay dealer of Kenosha, Wis., committed suicide by shooting himself through the heart with a rifle March 31. He is said to have been a heavy dealer in hay, but had been disappointed in business and was despondent. He lay down on the floor, and placing the barrel of the rifle directly over his heart, pushed the trigger with a bed slat. He was 52 years old and leaves a wife and family.

Thomas C. Hannah, a member of the Chicago Board of Trade and a brother of one of the partners of the firm of Carrington & Hannah, died suddenly at his home in Riverside, Ill., April 9. Mr. Hannah was on 'Change Friday, April 6, and was apparently in perfect health. He was operated on Saturday, for appendicitis, and died early Monday morning. He was 42 years old, and had been a member of the Board of Trade since 1881.

Charles B. Briggs, who was formerly in the grain commission business in Kansas City with Bryant & Stockton, died March 22 at his home in that city. Mr. Briggs retired from active business about eight years ago, on account of ill health, being a sufferer from locomotor ataxia. He was born in Lancaster, N. Y., 48 years ago, and settled in Kansas City in 1878. He first engaged in the jewelry business but later in grain commission.

James M. Rowley, treasurer of the Farmers' Elevator Co., Limited, of Lenox, Mich., died of Bright's disease April 4 at his farm home near Lenox, Mich. He was 68 years of age, and a pioneer settler in Michigan. About thirty years ago Mr. Rowley, in company with Andre Simmons of Lenox, established the first grain market at that place, and from that time until his death he was identified with the local grain trade. He is survived by a widow and two adult sons.

Joseph L. Hunsicker of Buffalo, N. Y., died at Monticello, Fla., March 30, of Bright's disease. Mr. Hunsicker was born at Norristown, Pa., 49 years ago, and at the age of 16 entered the United States Naval Academy at Annapolis. He served in the Navy 17 years, retiring with the grade of lieutenant. After engaging in various business enterprises, in 1893 he formed a partnership with G. R. Teller in stock and grain brokerage in Buffalo, which was continued until his fatal illness.

George Eaton Bensley died at his residence in Chicago, March 17, aged 77 years. Mr. Bensley was born at Springville, N. Y. He came to Chicago in 1862 and embarked in the commission business. In 1875 the firm of Bensley Bros. was considered one of the largest on the Board of Trade. In 1876 the firm of Bensley, Wagner & Bensley was started at the Union Stock Yards. Only a month before he died, Mr. Bensley and his wife celebrated their golden wedding anniversary. A widow and one daughter survive him.

B. T. Mallory died suddenly at Memphis, Tenn., March 19. Ten days previous he got a splinter into his hand. He suffered only slight inconvenience from it, but his death is said to have been caused by blood poison from the wound. Mr. Mallory was born in Hanover County, Virginia, in 1843, and was 57 years of age at the time of his death. He had resided in Memphis for 20 years, and at the time of his death was manager of the Merchants' Warehouse and Elevator Company in that city. He had a host of friends and was deservedly popular.

Sidney A. Kent, who died April 1 at his summer home in Suffield, Conn., was formerly an operator on the Chicago Board of Trade, and between the years 1880 and 1890 amassed one of the largest fortunes ever made on the Board. He was born in Suffield in 1835. At the age of 20 he came to Chicago and two years later entered the commission business. He soon became interested in the packing business with his brother Albert, and made a fortune. It was not until later years that he became a scalping grain speculator. It was his genius that engineered the famous April wheat corner of 1881, in which he cleared, with his associates, \$1,000,000. He was a liberal donor to charitable purposes and was the founder of Kent Theatre and the Kent Laboratory at the University of Chicago. Two daughters survive him.





James Peavey has opened a hay and feed store at Morley, Mich.

Howard W. Curtis has bought from Shimer & Goodlander their hay business at Lockport, N. Y.

Robert N. Minter, of the firm of Minter Bros., commission hay dealers, Kansas City, Mo., died recently.

Jehn W. Royer is erecting a two-story brick warehouse for hay and feed, on the corner of West King Street and Belvidere Avenue, York, Pa.

The South Texas Hay Association convened in Alvin, Tex., April 10, and the members were entertained royally by the business men of that city.

The Crescent Fuel & Hay Company of Kansas City, Mo., has been incorporated by C. A. Young, E. G. Young and C. E. Shaw; capital stock, \$7,000.

George Rumschlag's hay and straw warehouse and feed store at Tiffin, O., was completely destroyed by fire March 6. Loss, total; partially insured.

The fire insurance companies have informed hay dealers in Pennsylvania that they will not accept out hay risks after the expiration of the present policies.

Robert G. Porter, a hay dealer of Flat Rock, Ind., will erect a large hay barn at Edinburg, Ind., and will make his headquarters at the latter place, continuing the business at Flat Rock as a branch, under the management of Charles F. Porter.

The Moorhead Trade Bulletin reports recent sales of No. 2 Northern Minnesota hay at \$7 to \$7.25 at country points and \$7.50 f. o. b., and in Moorhead at \$8.25 to \$8.75 for No. 2. American firms are still buying for shipment to South Africa.

Dusty hay is said to be caused by wetting while being cured, by cutting just at the stage when stamens are ready to be shed, or by curing in a hot sun immediately after mowing. To prevent dust the hay should be bunched, or cocked, and be allowed to sweat, and then the bunches should be opened and the hay dried and put in the barn.

The Owensboro, Ky., Messenger is authority for the statement that in that part of the state the hay supply is largely brought in from Indiana. Much of it comes down the Ohio River. The farmers, says this writer, usually get from \$8 to \$10 a ton for timothy hay, and about \$3 less for clover hay. Two tons of timothy and three tons of clover hay are the averages per acre. Nearly all the surplus hay is in the hands of speculators.

Baltimore hay and straw dealers held a meeting at the Chamber of Commerce in that city April 4 to consider a protest against the new charges for storage of hay by the Northern Central Railway. They object to the new rule compelling them to pay insurance on the hay in addition to the old charges, and also to the introduction of the minimum charge of \$3 on broken carloads during the second 10-day storage period. The charge heretofore has been 60 cents a ton for broken carload lots.

The Hay Balers' Association of Yolo County, California, held a meeting in Woodland, Cal., March 10, at which the following schedule of prices was fixed by mutual agreement: Pressing hay, per ton, \$1, when everything is furnished by the owner; pressing when the baler furnishes the wire, \$1.45; when baler furnishes wire and board, \$1.70 per ton. This is an advance over last year's prices, owing to increased cost of wire. The new officers of the association are: Wm. Masters, president; C. Robinson, vice-president; Frank Ferguson, treasurer, and Charles Dodge, secretary.

At a hearing before the State Railroad Commission of the state of New York, held at Watertown, N. Y., March 9, prominent hay shippers from the northern part of that state were present to sustain their complaint against the New York Central & Hudson River Railroad Company for alleged unjust discrimination in freight rates. They testified that they had experienced a great difficulty in procuring cars to load during the three months prior to January 1, but after that date, on which the new classification raising rates on hay went into effect, cars had been plentiful. They also testified that they had not received from the company any notice of the proposed change in classification, and sta-

tion agents at several points had denied knowledge of it up to January 1. The railroad company did not put in any evidence, and the Commission adjourned the hearing and reserved its decision.

American cavalry horses in the earlier part of the campaign in the Philippines refused to eat the native hay. An experiment was tried of putting molasses or sugar on the hay and was found to work admirably. It is now reported that the hay for the army horses is regularly sweetened and that the horses relish this new diet and that its effects are good. About one pound of cheap brown sugar to eight pounds of hay is the proportion recommended. A similar diet is said to have been resorted to in Australia and portions of South America, and in some of the southern states.

The National Hay Association is aroused over the advanced rates in hay freights brought about by the change in the official classification whereby hay was transferred from sixth to fifth class. It is found that a large part of the increased cost of transportation comes out of the pockets of the producers. To influence the railroads to recede from their position and to bring about a return to the old rates, a vigorous attempt will be made to increase the membership of the National Hay Association and to bring all hay dealers into harmonious action for their mutual benefit. The Interstate Commerce Commission will be asked to take a hand in the matter of transportation.

Thomas M. and John Kehoe, formerly of Clay City, Ind., have embarked in the wholesale hay business in Terre Haute, under the firm name of T. M. Kehoe & Co. They have recently sent out 5,000 circular letters to farmers and hay dealers throughout Ohio, Indiana and Illinois, regarding the new classification on hay. They express the opinion that when railroads get more for hauling a ton of hay 600 miles than both farmer and baler receive, it is time for an appeal to the Interstate Commerce Commission, and add: "The railway companies argue that hay is so light compared to its bulk that they cannot handle it as cheaply as grain. They neglect to state that a carload of grain is more than five times as valuable as a carload of hay; that the class rates on grain have very little effect on the freight rates, because nearly all grain is handled on arbitrary specials; that half the cars they furnish for hay are too small to contain the outrageous minimum (ten tons) they maintain, and that the cost of transportation per ton mile is constantly decreasing owing to the increased hauling capacity without extra men. The plain facts are that they have forced rates up at every point where they believed the business of the country would tamely submit, and receded from their position when large interests combine to force them. We believe that the hay men can force them to restore the old classification, and in hope of active assistance we have undertaken the work."

#### REVIEW OF CHICAGO HAY MARKET.

The prices ruling for hay on the Chicago market during the past four weeks, according to the Daily Trade Bulletin, were as follows:

During the week ending March 17, sales of Choice Timothy ranged at \$11.50@12.00; No. 1, \$10.50@11.50; No. 2, \$9.50@10.00; Not Graded, \$7.50@10.00; Choice Prairie, \$9.00@9.75; No. 1, \$7.00@9.25; No. 2, \$6.00@8.00; No. 3, \$5.50@6.50; No. 4, \$5.00. Rye straw sold at \$7.75@8.25, wheat straw at \$5.00, and oat straw at \$5.00@6.00. The receipts for the week were 4,250 tons, against 3,372 tons for the previous week. Shipments for the week were 125 tons, against 64 tons for the previous week. The offerings were rather large during the week, and the demand was good for choice grades of both Timothy and Prairie Hay. Low and medium grades were slow.

During the week ending March 24, sales of Choice Timothy ranged at \$11.50@12.50; No. 1, \$10.25@11.50; No. 2, \$9.00@10.50; No. 3, \$9.50; Not Graded, \$7.50@10.25; Choice Prairie, \$9.00@10.50; No. 1, \$7.00@9.75; No. 2, \$6.00@8.00; No. 3, \$5.50. Rye straw sold at \$7.00@8.50, and oat straw at \$5.50@6.00. The receipts for the week were 3,151 tons, against 4,250 tons for the previous week. Shipments for the week were 60 tons, against 125 tons for the previous week. A good demand existed, especially for Timothy Hay, during the week, and all consignments sold readily. Shipping demand was light, and prices ruled firm, but not particularly higher.

During the week ending March 31, sales of Choice Timothy ranged at \$12.00@12.50; No. 1, \$11.00@11.75; No. 2, \$9.50@10.50; Not Graded, \$8.00@10.00; Thrashed Timothy, \$7.00; Choice Prairie, \$9.75@10.50; No. 1, \$8.50@9.50; No. 2, \$6.00@8.00; No. 3, \$6.00; No. 4, \$4.50@5.50. Rye straw sold at \$7.00@8.50, and oat straw at \$5.50@7.00. The receipts for the week were 3,893 tons, against 3,151 tons for the previous week. Shipments for the week were 73 tons, against 60 tons for the previous week. The market was quiet and steady throughout the week, the arrivals a little larger and demand fair. Low grades and off color hay were a little slow.

During the week ending April 7, sales of Choice

Timothy ranged at \$11.75@12.75; No. 1, \$11.00@12.00; No. 2, \$10.00@10.50; Not Graded, \$9.00@10.00; Choice Prairie, \$8.00@8.50 for Indiana, and \$10.00@10.50 for Iowa and Kansas; No. 1, \$6.50 for Indiana and \$8.50@9.50 for Iowa and Kansas; No. 2, \$6.50@8.50; No. 3, \$6.00@6.50; No. 4, \$5.00. Rye straw sold at \$7.50@8.00, and oat straw at \$5.75@6.00. The receipts for the week were 3,334 tons, against 3,893 tons for the previous week. Shipments for the week were 171 tons, against 73 tons for the previous week. The arrivals of both Timothy and Prairie Hay were quite small during the week and the local demand was good. There was also a little more doing on shipping account. A firm feeling prevailed, and in some cases showed a slight advance.

## TRANSPORTATION

The Rock Island is laying out a new line from Union to Trenton in Missouri.

The Rock Island is surveying an extension from Audubon, Iowa, to Sioux City.

The Burlington's extension to Guernsey, Wyo., is to be opened about May 15.

The Boston ocean rate, with a much shorter haul, is only 1 cent above that from Chesapeake ports.

Grain vessels are in demand at lake ports, and on April 2 4 cents were offered at Duluth for spot boats and 3¼ for boats to arrive.

The Grand Trunk put into effect on April 2 a new export grain rate of 13½ cents between Toronto and New York, Boston and St. John.

The Canadian canals on the St. Lawrence will be put into operation as soon as lake navigation opens. On April 4 a charter was made for corn from Toledo to Montreal at 4½ cents.

A conference of railway officials held at New York on March 29 was adjourned to meet at Hot Springs, Ark., about this date, when another effort to give rates another push will be discussed.

It is believed Gov. Roosevelt and the friends of the Erie Canal will not be able to get the legislature to agree to a submission to the people of a proposition to borrow money to enlarge the canal.

On April 14 rates on grain and products from St. Louis and Ohio Valley gateways to Southeastern territory were restored to the rates ante February 26, equal to an advance of 3 cents on late current rates.

A readjustment of rates abolishing the discriminations in favor of Milwaukee was put into force on April 2. The rates fixed were 22½ cents to the East from Minneapolis and 15 cents from Milwaukee on grain and grain products.

At April 1 there were \$9,000,000 worth of lake tonnage on the stocks in the lake shipyards, against \$3,200,000 a year ago. The freight boats alone will have carrying capacity of 210,000 net tons. Of these boats, nine are modern steel carriers for the lake-canal traffic to Montreal, without unloading. They have 3,000 tons' capacity.

Grain steamers at Atlantic ports are in fair demand, but rates have not advanced as much as was anticipated in view of the South African war, which withdrew 250 steamers (or 1,100,000 tons gross) from the trans-Atlantic trade. This would seem to indicate ample transportation facilities between this country and Europe.

All the roads operating in Nebraska (Omaha territory) gave notice on March 21 that rates on grain to the seaboard, both via Chicago and St. Louis, would be advanced April 1 5 cents a hundred on wheat and 3 cents on corn and other coarse grains. This restores the rate which was in force before the recent cut by the Missouri Pacific.

Eastbound grain rates for export were advanced 2 cents April 2 to the following: From Chicago to New York and Boston, 13 cents; to Philadelphia, 12 cents; to Baltimore, 11½ cents. From the Mississippi River to New York and Boston, 15½ cents; to Philadelphia, 14½ cents; to Baltimore and Newport News, 14 cents. Grain continued to go East from Chicago on 10-cent contracts, however.

The hearings called for March 27 at St. Paul, to take testimony as to wheat and flax rates in the southeastern part of Minnesota, have been indefinitely postponed. The state railroad commission announces that an agreement with the railroad for new rates may be reached without the hearings. The railroads made the proposition for new rates, which vary from 1 cent to 2½ cents on flax and from ½ cent to 1½ cents on wheat. Eric Olson of Ramsey County has filed a protest against this postponement.

The new starch factory at Bradley, near Kankakee, Ill., has begun making starch.



## Court Decisions

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

### Warehouse Receipts Cannot Be Modified by Oral Evidence.

It is a general rule of law that oral evidence is not admissible to contradict or alter the terms or provisions of a written instrument, because the writing is the most exact as well as the most deliberate and solemn mode of evidencing contracts. Oral evidence for any such purpose is generally inadmissible unless a foundation for its introduction is previously laid by competent proof of fraud, accident or mistake. Such is the declaration of the Supreme Court of Pennsylvania, which has heretofore said that where parties, without any fraud or mistake, have deliberately put their engagements in writing, the law declares the writing not only to be the best but the only evidence of their agreement, and it is not disposed to relax the rule. And in accordance with this, it holds (Union Storage Company against the Economy Distilling Company, 45 Atlantic Reporter, 48) that a warehouse receipt is not to be varied in its terms by oral evidence of a prior agreement as to the conditions of storage, no fraud or mistake in the issuance of same being shown.

### Railroad Held Liable for Issuing Too Many Bills of Lading.

A Kansas milling company which had an order from a Memphis firm for two carloads of flour made arrangements with an elevator company doing business at another place in the state for two carloads of wheat. In order to obtain the benefit of the milling in transit rate, the milling company instructed the elevator company to bill the wheat through to Memphis, stop at its (the milling company's) station to grind. In pursuance of this arrangement, the elevator company did consign two carloads of wheat to shipper's order, Memphis, Tenn., notify said Memphis firm, and stop at the milling company's station to grind. At the same time, it drew on the milling company for the agreed price of the wheat, attaching the bills of lading to the draft. But the draft was not paid.

In the meantime, the wheat arrived at the milling company's station and the agent of the railroad company at that point permitted the milling company to unload and take possession of the wheat without having first produced and surrendered the bills of lading therefor. The wheat was ground into flour, which was loaded into the cars and consigned to the Memphis firm, shipper's order; bills of lading being issued to the milling company. The milling company then drew drafts on the Memphis firm for the value of the flour, and attached them to these last mentioned bills of lading, and deposited them in the bank for collection. The bank collected the drafts, and credited the proceeds upon the account of the milling company.

Within a very short time after these transactions the milling company was closed up by legal proceedings, being found insolvent. Payment for the wheat not having been made to the elevator company by the milling company, the elevator company made claim upon the railroad company for the value of the wheat, and the railroad company afterward paid the amount of the claim in full.

The next thing was for the railroad company to demand reimbursement from the bank, and, being refused payment, to sue the bank. Taken to the Court of Appeals of Kansas, southern department, the court not only holds (Atchison, Topeka & Santa Fe Railroad Company against Eaton, 59 Pacific Reporter, 604) that if the bank was a bona fide purchaser for value, its title would be good as against the railroad company, but that if the surrender and cancellation by the bank of a past-due note of which the milling company was the maker was not a sufficient consideration for the transfer of the drafts and bills of lading placed with it by the milling company, still the railroad company must restore the parties to the same position that they were in before the transaction, before it could recover anything from the bank.

The court does not consider that title to the wheat passed from the elevator company to the milling company, though it does not deem this question material to the case of the railroad company against the bank.

It holds that not only was the railroad company negligent when it delivered the wheat without requiring the surrender of the bills of lading therefor, but that it was also guilty of negligence in issuing the bills of lading to the milling company for the flour before the bills of lading for the wheat had been surrendered. And it declares that the railroad company was not in a position to urge that it did not warrant title to the flour to be in the milling company by the mere fact that it issued such bills, having had full knowledge of the terms under which the wheat was shipped. It says that when

the railroad company issued bills of lading to the milling company upon the flour, it knew it was clothing the milling company with evidence of ownership of the flour which was the product of the wheat which it had delivered to the milling company without having required surrender of the bills of lading for said wheat; and, if such bills of lading as it issued upon the flour were afterward transferred to a bona fide purchaser for value, the railroad company would be in position to claim any rights as against such purchaser.

## FLAXSEED

The new flax fiber mill at Mayville, N. D., will commence operations April 1.

Russia is said to lead the world in flax raising, the United States being second and India third.

George S. Barnes, one of the most extensive farmers of North Dakota, says that the flax acreage of that State this year will be nearly three times as great as that of last year.

An agricultural writer in an exchange says that flax is not only too costly to feed to dairy cows, but is also too rich in oil and will physic the cows. He advises the use of not more than one part in six of oil meal in the feeding mixture.

The directors of the Chicago Board of Trade have adopted the report of the committee on flaxseed inspection, fixing the carload of flaxseed for statistical purposes, in the absence of actual weight, at 750 bushels, instead of 625 bushels, as heretofore.

At the annual meeting of the Oregon Woman's Flax Fiber Association at Portland, Ore., February 28, the following officers were elected: President, Mrs. H. L. Pittock; first vice-president, Mrs. Rosa F. Burrell; second vice-president, Mrs. L. W. Sitton; secretary, Mrs. O. Summers; treasurer, Mrs. D. H. Stearns.

Flaxseed Inspector S. H. Stevens of Chicago reports receipts of flaxseed during the year 1899 of 6,664,000 bushels, on the old estimate of 325 bushels to the car. Receipts from the Southwest were 230 cars less than in 1898, but from the Northwest 974 cars more. Total flaxseed shipments from Chicago during 1899 were 4,139,000 bushels.

United States Consul Albert W. Swalm writes from Montevideo that the exports of flax from Argentina for the present crop year are given by the recognized authorities as approximating 280,000 to 300,000 tons. The actual exports from Argentina for the year 1899 are officially given at 12,829 tons of 2,204 pounds each, the total for 1898 being 170,210 tons, and for 1897 154,710 tons.

A Minneapolis correspondent of the Farm Implement News writes that the phenomenal increase in land values in North Dakota is generally believed to be due to the great money made in flax raising last year, and adds that it is believed that the greater part of the new sod to be turned over this year will be sown to flax. Some farmers are reported to be contracting their next year's crop at \$1.18 per bushel.

Argentine shipments of flaxseed will be almost the sole dependence of the European market until the new Indian crop begins to be sold "to arrive" in May and June. With London values of seed about \$1.40, and freight, duty, insurance and commission added, the price of La Plata seed in New York up to the last of April will probably not fall much below \$1.70, and that little, if any, foreign seed will be imported. It is thought that the Argentine crop has been overestimated.

The W. P. Orr linseed oil mill of the American Linseed Oil Company was entirely destroyed by fire about midnight March 19. The flames started in the dryer department, and burst out of the top of the building, and in ten minutes after the fire was discovered it was beyond control. This was a thirty-press mill and was the second largest in the United States. W. P. Orr, treasurer of the National Linseed Oil Co., is the manager of the local plant. The loss is about \$175,000, well covered by insurance.

In a recent analysis made by the Minnesota Experiment Station it was found that there was practically no difference in the oil content in samples of American, Calcutta and Minnesota supplies of flax. Samples of Russian flax contained less oil. It has been found, however, that there is often as great variation in samples taken from the same car as between samples from different sources. There is no ground for belief to be deduced from these experiments that Russian flax, as has been claimed, contains more oil than American.

Dornbusch estimates that the shipments of Argentine flax to Europe thus far this year have absorbed more than half the amount available for export and would leave but about 4,775,000 bushels yet to be exported, whereas from this date

last year to the end of the season two-thirds of the total shipments were made, on 6,045,000 bushels. On the other hand, there have been dispatched so far this season 5,591,000 bushels, against 3,184,000 bushels in 1899; and from this heavy output it is argued that the crop will prove to be much larger than has been generally believed.

### THE WORLD'S FLAXSEED.

In explanation of the fact that the production of flaxseed keeps pace with the demand for crushing, the Oil, Paint and Drug Reporter says that even in countries which formerly cultivated the plant for its fiber alone the planters now allow the plant to mature in seasons when the price of the fiber is abnormally low, knowing that the seed can be disposed of at a fair price. In this way the production of seed has grown, where formerly only enough was produced for planting purposes, until now there is scarcely a flax-growing country but adds a quota of seed to the world's supply. The following table shows the crops of the principal flaxseed-growing countries during the last three years for which statistics have been compiled:

	1898.	1897.	1896.
Russia .....	28,537,500	27,296,500	39,625,000
United States .....	18,500,000	11,000,000	17,402,000
British India .....	17,839,000	8,839,000	14,795,000
Argentina .....	9,000,000	7,000,000	7,500,000
Austria .....	802,000	724,000	743,000
Rumania .....	461,000	676,000	674,000
Belgium .....	400,000	350,000	394,000
France .....	357,000	524,000	523,000
Mexico .....	311,000	222,500	108,000
Netherlands .....	308,000	275,000	312,000
Manitoba .....	305,500	255,500	267,500
Hungary .....	301,000	278,000	271,000
Sweden .....	75,000	73,500	70,000

Totals .... 77,197,000 57,514,000 82,684,500

The crop of 1899 has not been definitely determined, but it varies somewhat from that of 1898, being smaller by reason of damage to the growing crops in Russia and British India, but the crop in the United States and in Argentina was somewhat larger.

From the above it will be seen that the crop in the various countries varies greatly from year to year, although there has been a gradual increase in the world's production during the past decade, with the crop of 1896 the largest on record, due to the extraordinary production in Russia. The variation in the yearly crop in the United States is due to causes well understood by all interested, and will probably vary in the future for the same cause or causes—a diminished crop being pretty certain to follow a season of low prices.

Of the movement of the crops of the various countries little need be said in explanation beyond the statement that by far the greater part of the Russian and British Indian production is consumed in Europe, which also absorbs a large part of the South American seed. Shipments to the United States depend upon the extent of the home production and the price, although there is a varying quantity of Indian seed imported to supply the demand for Calcutta oil.

The March earnings of the Minnesota inspection department covered into the state treasury were \$12,500.



King Corn and the farmer have a prosperity dance.—Times-Herald.



## Fires - Casualties

The grain elevator near Stella, Neb., was destroyed by fire recently.

Patterson & Hartwig's elevator at Hutchinson, Minn., was burned April 7. Insurance, \$3,000.

Fire destroyed the elevator and lumber yard of B. F. Blaker & Co. at Fontana, Kan., April 6. Loss total.

Mrs. Alice S. Caldwell's grain warehouse at San Angelo, Tex., was damaged about \$1,000 April 6 by floods.

The wholesale grain store of Jameson & Hevener at St. Paul, Minn., was damaged by fire recently; insured.

The grain warehouse connected with the roller mill at Clarksville, Ark., was burned March 25. Loss, about \$2,000.

Samuel W. Allerton's elevator at Allerton, Ill., on the Chicago & Eastern Illinois Railroad, was destroyed by fire April 3.

The Miller Elevator at Vassar, Mich., was burned April 8. The origin of the fire is unknown. The loss is covered by insurance.

C. D. Fanton's elevator at Belle Plaine, Iowa, containing 6,000 bushels of wheat and other grain, was burned March 16. Loss, total; insurance, \$3,500.

J. T. Connor's grain and hay sheds at Malden, Mass., were burned April 7. They contained 100 tons of hay, 10 cars of oats and other grains. Loss, \$5,000; insurance, \$3,000.

The Monarch elevator, at Dazey, N. D., was totally destroyed by fire March 6. The fire caught from a stove in the engine room. The building contained over 6,000 bushels of grain.

The Pennsylvania grain elevator at the foot of Fourth Street in Jersey City, N. J., was damaged about \$200, March 12, by a fire which originated in the lagging of a steam boiler.

Cox's large frame elevator at Hays, Kan., was burned March 10, together with about 10,000 bushels of wheat. The building and machinery were insured for \$2,000, and the grain for \$3,500.

Fire broke out about 10 p. m., March 22, in Bartelde's seed store at Lawrence, Kan., and the entire stock, valued at \$50,000, was badly damaged by fire and water. The loss is estimated at about \$20,000, insured.

A grain elevator at Knox, Ind., owned by Churchill & White, was burned March 26. The origin of the fire is not known. The elevator was full of grain and the loss was about \$2,500, fully insured.

Schultz & Lauer's elevator at Lomira, Wis., was destroyed by fire, together with 25,000 bushels of grain, at 5 o'clock a. m., March 15. The loss is estimated at \$6,000 on the building and \$6,000 on contents.

The elevator and flour mill of G. W. Wieser & Son, at Gilboa, Ohio, were burned March 14. About 2,000 bushels of wheat belonging to Southard & Co. of Toledo was destroyed. The entire loss is about \$9,000, partially insured.

A fire which started about noon April 6 in the engine room of the elevator owned and operated by the J. Rau Grain Company at Lake City, Minn., destroyed the building and two carloads of grain. The loss was about \$6,000, insured.

W. W. Broughton's feed and grain store at Poulney, Vt., was destroyed by fire about 4 o'clock Sunday morning, March 18. The building was owned by George B. Boyce and was fully insured. The loss on contents was about \$500, without insurance.

The Buffalo Transfer Elevator at Buffalo, N. Y., was saved from destruction by fire March 25, by the prompt arrival of the fire department. Fire caught in one of the grain spouts through spontaneous combustion, but was extinguished before it spread to the building.

Walker & Adams' elevator at Waverly, Neb., was burned about 6 p. m., April 3. The fire originated in the floor of one of the bins and is supposed to have caught from the machinery. About 5,000 bushels of corn were destroyed. The loss on the elevator was \$5,000, with \$2,000 insurance; there was no insurance on the corn.

Bennett Taylor's grain elevator at South Raub, Ind., was entirely destroyed by fire at 1 o'clock a. m., March 14. Mr. Taylor purchased the elevator of Elias Ray one month before for \$4,500. The building contained about 8,000 bushels of corn and oats, which were a total loss. A spark from a passing locomotive is supposed to have started the blaze. The elevator will be rebuilt. The loss on building

was \$3,000, with insurance of \$2,400; loss on grain, \$2,500, fully insured.

W. W. Sale's elevator at Holton, Ill., burst recently and let several hundred bushels of corn fall to the ground. Cars were brought in at once and the corn was shipped right out, and the elevator was repaired and ready for business in a few days.

A fire in the Brooklyn Wharf and Warehouse Company's building at 280 Atlantic Dock, Brooklyn, March 17, resulted in a total loss on building and contents. The building was insured for \$14,500. Grain in store belonging to J. W. Ellsworth & Son was insured for \$2,000.

Henry Goerdit, a well-known grain dealer and member of the firm of Goerdit Bros., at Dyersville, Iowa, fell down about fourteen feet in his elevator, March 10, and sustained a severe injury to his arm and leg. No bones were broken, but he will have to use crutches for some time.

The Mt. Pulaski Grain Company's elevator at Buffalo Hart, twelve miles southwest of Mt. Pulaski, Ill., was destroyed by fire, March 28, at 6 p. m., and 10,000 bushels of corn and oats were consumed. The insurance on grain was \$3,000. The loss on the building was \$6,500; insurance, \$4,800.

P. S. Heacock's elevator at McCandle's Siding, four and one-half miles from Shubert, was burned April 3. Over 6,000 bushels of grain were destroyed. The fire started in the roof and is supposed to have been caused by a spark from the smokestack. Loss on building and contents, \$4,000; insurance, \$2,000.

Henry W. Blanchard's grain and hay warehouse at Nashua, N. H., was badly damaged by fire about midnight, March 28. The blaze was confined to the inside of the building, which was filled with hay, feed, 1,000 bushels of oats and about 500 bushels of wheat. The loss to the building is estimated at about \$400, while the loss on stock was about \$3,000, partially insured.

Hagey, Moore & Co.'s elevator at North Liberty, Ind., was burned March 20, resulting in a total loss. About 800 bushels of wheat and other grain belonging to the proprietors of the elevator, besides much grain stored there by farmers, was destroyed. The fire is supposed to have originated in the gasoline engine from an explosion of gas. The loss is estimated at over \$5,000, with no insurance. The company will rebuild at once.

Jacob Ringle, a grain shoveler at the Pere Marquette elevator at Ludington, Mich., narrowly escaped death in a peculiar accident March 10. When Pere Marquette steamer No. 5, with a full cargo of oats, arrived at the dock, Ringle, who was standing by with twenty or more other shovelers ready to unload, leaped into the hold to begin work. The marine leg was being slowly lowered, and as it went down into the grain the suction drew Ringle down toward the rapidly revolving buckets. The grain moved downward so fast that he was unable to obtain any foothold. Three men at once sprang to his assistance, but were compelled to struggle for themselves. By this time Ringle was waist deep in the grain and when the machinery was stopped he was completely buried under eight feet of oats. About twenty men at once set to work to dig him out. It was five minutes before they exposed his head to view and he was then unconscious. It was not until half an hour later that Ringle was taken out. His ankle was broken by contact with the elevator buckets, and the only thing that saved him from being ground to pieces was his shovel. The fact that he wore a grain shoveler's muzzle over his nose as a protection against dust prolonged respiration and saved him from suffocation.

The Russian minister of finance has agreed to allow the Odessa branch of the State Bank of Russia to advance money to bona fide grain merchants, holding the license to trade as such, upon consignments handed to the railway upon the production to the bank of the receipt issued by the latter. The amount to be advanced is not to exceed 80 per cent of the market value of the grain. At destination, if the consignee does not at once take delivery, the bank sells the goods after six days' grace.

The following table from the Liverpool Corn Trade News shows the exports from Russia for thirty-one weeks during a number of seasons, with the respective crops as officially estimated:

	Exports, 31 weeks, bu.	Wheat crop, bu.
1899-1900.....	33,088,000	394,400,000
1898-1899.....	42,528,000	406,400,000
1897-1898.....	73,576,000	288,000,000
1896-1897.....	62,168,000	360,000,000
1895-1896.....	67,432,000	376,000,000
1894-1895.....	68,808,000	416,000,000
1893-1894.....	63,176,000	440,000,000
1892-1893.....	44,936,000	324,000,000
1891-1892.....	46,848,000	256,000,000
1890-1891.....	57,672,000	217,000,000
1889-1890.....	56,152,000	206,400,000
1888-1889.....	52,984,000	312,000,000

## PRESS COMMENT

### RUSSIAN CROP REPORTS.

It is no doubt quite true that the Russian government is only too pleased to be able to report good crops, for such lighten taxation problems; but, on the other hand, the Russian grower has few equals and probably no superior as a tenacious holder of wheat. One need not go back far to find a time when the trade was surprised by the extent of Russian deliveries under the stimulus of high prices.—Liverpool Corn Trade News.

### COL. CHAS. L. MURPHY'S WORK.

It is claimed that the price our producers get for their corn remains so low that there is little or no profit in raising it. Those who are making complaint on this score do not seem to consider that, while the foreign demand for our corn has increased tremendously, the production has more than kept pace with it. If Colonel Murphy's work continues to bear fruit the time is certain to come when the demand will exceed the supply, and the result must necessarily be an advance in price which must benefit the producer.—Inter Ocean.

### CANALS OF NEW YORK.

[At a recent trade dinner] Mr. Callaway reiterated the statement that he had no intention of entering into a controversy with the Canal Commission, but only wanted the New York Central not to be misrepresented. "Why," said Mr. Callaway, "the New York Central road is today carrying a bushel of grain from Buffalo to New York for practically the same price Uncle Sam charges for transporting a letter between the same points. This is the cheapest transportation in the world.—Watertown Re-Union.

### AMERICAN MALTING COMPANY'S AFFAIRS.

Such is the record of this big corporation during its two and one-half years of existence—a corporation which aimed at the control of the supply of barley malt in America, and imagined it could dictate prices to the breweries. But they did not reckon upon the independent, free born American citizen, who will accept no dictation from anyone unless it be in the interests of true economy and general welfare. Any attempt by any body of men at monopoly, or at shady transactions affecting any considerable body of the people, is repugnant to the mind of the average citizen, and it should, and sooner or later will, fail.—Western Brewer.

### AFFECTS "SHORT SELLERS" IN GRAIN TRADE.

Under a rule just adopted, the Chicago Board of Trade proposes to force speculators to pay higher rates of commission to their brokers. Of vastly more interest to the farmers of the West is the change in the rules whereby, with one or two exceptions, it will be impossible for a trader to buy or sell grain on that exchange to be delivered at a distant date of say six to eight months. Under the new order, trading in "futures" is limited to two months. Those favoring this change claim there will be less opportunity to "bear" the market, depressing the price of the commodity through wind sales, a trader operating in March or April, e. g., selling wheat at an agreed price to be delivered next September or December.—Orange Judd Farmer.

### THE CULLOM BILL AMENDMENTS.

The strongest argument in favor of the proposed law is that it would enable the Interstate Commerce Commission to put a stop to the system of discrimination by which the small shipper is crushed under heavy charges while his more powerful competitor, who is better able to stand high rates, basks in the favor of the transportation companies. The small shipper, under the operation of this practice, is taxed to make up for the cut that is made on the large shipper's transportation expenses. This system tends to the destruction of competition, the centralization of capital, and thus promotes the growth of an evil against which there is just now a very general outcry in this country. We do not believe that Congress will hear of any protests on the part of the small shippers.—Rochester Union and Advertiser.

For eleven years the annual production of Kaffir corn on the Kansas Experiment Station farm, on upland, has averaged 46 bushels per acre, against only 34½ bushels for corn. Generally speaking, for feeding purposes, it is claimed that an acre of Kaffir corn is worth more than one of Indian corn.



## Items from Abroad

Bristol shippers to the interior of England still complain of a scarcity of grain cars.

A movement is on foot to erect a large modern grain elevator at the harbor of Yarmouth, England.

The harbor at Ipswich, England, is to be deepened to make better accommodation for grain ships.

The Sowerby Bridge Flour Society, Sowerby Bridge, England, will spend about \$45,000 in erecting a grain elevator.

France is the largest winter wheat producer in Europe, and it is the only one which has reported serious damage to the growing wheat crop.

Among the January exports from the Argentine were 3,850,843 bushels of wheat, 2,374,337 bushels of corn, 35,699 tons of linseed and 237,771 bales of hay.

The French agricultural department estimates that 17,135,000 acres have been planted to wheat for the growing crop—about 155,000 acres less than last year.

Rains in Victoria and New South Wales about April 1 lead to the belief that the wheat crop for the Australian Colonies will be larger than for several years past.

The Commercial Club of Marseilles, on March 27, sent to Paris a protest against a proposal in the Deputies to increase the import duty on wheat from 3 francs to 7 francs.

The Copenhagen Free Harbour contemplates the erection of various new warehouses and other extensions of various appliances. A new grain elevator is calculated to entail an expenditure of some \$250,000.

In 1899 Germany grew 318,111,000 bushels of winter and spring rye, 158,528,877 bushels of winter and spring wheat and spelt, and 109,406,786 bushels of spring barley. The harvest was a good one, but was not sufficient to feed all the population.

The French consul at Cordoba, Argentina, reports a serious lack of transportation facilities to get the current crop of wheat to market. He estimates that at the date of his report there were 14,500,000 bushels of wheat waiting at stations on the railway to be moved to Rosario from the interior.

Germany's importation of cereals has a tendency to decrease annually. The falling off in 1899 was principally on the side of Russia. At present, however, it cannot be said that there is any near prospect of an entire equilibrium between the home production and consumption being established.

A Grain Importers' Defense Association is proposed in England, having for its object the protection of members from steamship and insurance company acts amounting to grievances. It proposes to "fight fire with fire" by combining importers to prosecute or defend law suits in the same way that the companies combine to fight the importers—by a regular trade organization.

The unsatisfactory character of the import grain trade at Plymouth, England, was attributed by a recent local banquet speaker to the fact that the Plymouth merchants have imported Russian and Plate wheats, some of which have remained unsold as long as fifteen to eighteen months; whereas the Duluths are more saleable—even more desirable than Manitoban wheats.

There are already a number of depots in Germany where the growers of grain can warehouse the same at a moderate charge, and obtain advances upon the security of their produce. These institutions are esteemed very useful to those engaged in agriculture, by enabling them to avoid forced sales when prices are low and they are in need of funds; and recently at Halle a meeting was held of the syndicates interested to consider the question of their multiplication.

Complaints of the filthy character of Russian wheat exported to Europe repeatedly occur, but a record seems to have been reached in a recent Russian shipment to an Antwerp firm which showed an admixture of 25 per cent of dirt. The grain was bought of a first-class firm at Odessa—one of the largest houses there, in fact; but in the bill of lading received by the buyers another shipper's name was inserted, apparently in order to shift responsibility for the mixture.

The proposal for the French government to pay bounties on flour exported by French millers has been met by a demand by certain agricultural societies for similar bounties for wheat exported, and both demands are opposed by the French National Society of Agriculture, which says that the effort to clear the French wheat market of its surplus wheat in this way would react upon France by drawing the country into a commercial war with her neighbors. As so much wheat or flour could not be thrown upon the foreign markets without

disturbing results, France's neighbors would naturally retaliate.

## Late Patents

Issued on March 13, 1900.

Drying Apparatus—Chas. Mallinson, Liverpool, Eng. Filed August 19, 1898. No. 645,366. See cut.

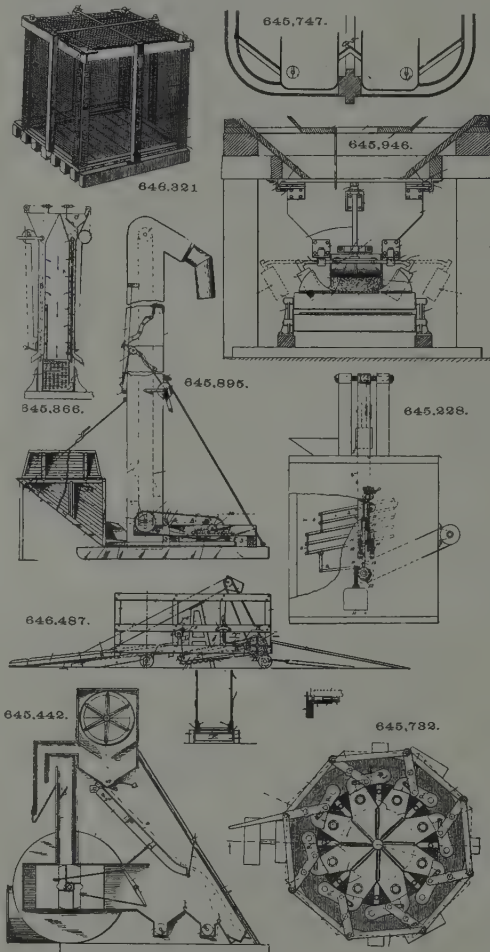
Grain Cleaner.—S. H. Tromanhauser, Minneapolis, Minn., assignor to the Niagara Cleaner Co., same place. Filed June 11, 1898. No. 645,442. See cut.

Self-Leveling Grain Cleaner.—John M. Lasswell, San Miguel, Cal. Filed November 7, 1899. No. 645,228. See cut.

Issued on March 20, 1900.

Bag Holder for Grain Weighing Machines.—Joseph C. Bissell, Sterling, Minn. Filed April 22, 1898. No. 645,544.

Apparatus for Compressing Cotton, Hay, etc.—Geo. A. Lowry, Chicago, Ill., assignor to the Planters' Compress Co. of West Virginia. Filed October 10, 1899. No. 645,732. See cut.



Grain Elevator.—Halvor Eielsen, Hatton, N. D., assignor of three-fourths to Martin D. Johnson and George Jurgens, same place. Filed June 19, 1899. No. 645,895. See cut.

Hopper Bottom Grain Vessel.—Lewis Hohmann, Chicago, Ill. Filed August 5, 1898. No. 645,747. See cut.

Issued on March 27, 1900.

Corn Crib.—Charles I. Simpson, Nampa, Idaho. Filed October 25, 1899. No. 646,321. See cut.

Dust Collector and Separator.—Arthur W. Banister, Boston, Mass. Filed August 30, 1899. No. 646,253.

Explosive Engine.—Clark Sintz, Grand Rapids, Mich., assignor to the Wolverine Motor Works, same place. Filed May 4, 1897. No. 646,322.

Explosive Engine.—Jas. F. Duryea, Springfield, Mass. Filed September 19, 1898. No. 646,399.

Concentrating Rolls for Grain Conveyor Belts and Means for Operating Same.—Scott F. Evans, Minneapolis, Minn. Filed April 12, 1899. No. 645,946. See cut.

Issued on April 3, 1900.

Dumping and Elevating Machine.—Theodore Bickerman, Henry, Ill. Filed October 26, 1899. No. 646,487. See cut.

Pneumatic Elevator.—J. B. Schuman, Columbia City, Ind., assignor to the Pneumatic Elevator & Weigher Co., Indianapolis, Ind. Filed September 27, 1898. No. 646,877.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATOR WANTED.

Will pay cash for good elevator in good territory. Address, with particulars, C. H. R., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

### MILLWRIGHTS WANTED.

Wanted, 20 millwrights to work on erection of a rice mill near Crowley, La. Men accustomed to flour mill work preferred. Apply to PEOPLE'S INDEPENDENT RICE MILL CO., LTD., Crowley, La.

### WANTED.

Position as superintendent of an elevator or as solicitor for grain firm. Have had six years' experience in the grain business. No. 1 recommendations.

B. F., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

### SITUATION WANTED.

Wanted, situation by man who has had 16 years' experience in elevator in Shelby County, Ohio; five years as buyer. Married; 33 years old. Good references.

E. H., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

### REPRESENTATIVES WANTED.

Millwrights, machinery dealers and manufacturers' agents wanted to represent us in their territory, on commission, for the sale of elevating, conveying and power transmitting machinery, mill and elevator supplies. Address

WELER MFG. CO., 118 and 120 North Ave., Chicago, Ill.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### SEPARATOR FOR SALE.

One Barnard & Leas Cornwall Tubular Grain Separator, in good condition. Address

J. D. H., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

### GASOLINE ENGINE FOR SALE.

One 15-horse power gasoline engine, in first-class condition. In use one year. Apply to

SMITH & CARPENTER, 413 South Washington St., Peoria, Ill.

### GASOLINE ENGINE FOR SALE.

For sale, a 7½-horse power Lewis Gasoline Engine, in good condition, for \$150. Address

F. C. BALUSS & CO., Blissfield, Mich.

### KENTUCKY ELEVATOR FOR SALE.

Grain elevator located in Woodford Co., Ky., on L. & N. R. R., in town of 3,000. Capacity 60,000 bushels. All necessary machinery to handle 800 to 1,000 bushels per hour. Can get wheat enough from farmers to fill elevator every year at 1 and 2 cents rate of storage per month. Corn meal and feed mill in elevator. Southern Railway is also inside of town limits. For price, etc., address

BOX 114, Midway, Ky.



**ENGINES AND BOILERS.**

For sale, a quick-stroke 40-horse power automatic engine. Also a lot of different sizes of boilers and engines for sale cheap. Address

PHILIP SMITH, Sidney, Ohio.

**FOR SALE.**

Second-hand Eureka No. 3 Horizontal Brush Machine; capacity, 100 to 150 bushels per hour. S. Howes, manufacturer; good condition; with shoe. Price, \$125, or best offer until April 15, 1900.

BOX D, Cushing, Woodbury Co., Iowa.

**ELEVATOR FOR SALE OR TRADE.**

A well-equipped country elevator, with 75,000-bushel grain trade, tile trade, etc. For sale at a bargain or will trade for good farm. Address for full particulars,

GEO. FISHER, Board of Trade Bldg., Indianapolis, Ind.

**GASOLINE ENGINES FOR SALE.**

One 7-h. p. Weber Gasoline Engine, \$195. One 10-h. p. Fairbanks-Morse, \$325. One 15-h. p. Norman (Chicago), \$250. One 10-h. p. Otto, \$275. One 20-h. p. Springfield, \$375. Replaced with Backus Engines. Moral: Buy the best at the start.

BACKUS GAS & GASOLINE ENGINE CO., 171-173 Lake St., Chicago.

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One of the best elevators in Michigan, built in 1895, and equipped with modern machinery. Doing a large business in grain, beans, coal, etc. Located in one of the best sections of the state. Will be sold at a bargain. Cost, \$8,000.

Will also sell elevator at Whitmore Lake.

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New and second-hand gasoline engines, roller feed mills, steam engines, boilers, shafting, pulleys, belting, flour mill and elevator furnishings at your own price.

We corrugate rolls on best machines at large discount. Get our prices and save money.

JACKSON CORN & FEED MILL CO., Minneapolis, Minn.

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All kinds of Bags, New and Second-Hand.

ORDERS FILLED PROMPTLY.

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HAGERTY, HUNTER & CO.,  
PEORIA, - ILL.,

CONTRACTORS FOR GRAIN Elevators and Malt Houses.

Plans and Estimates Furnished.

Also Keep a Full Line of Machinery in Stock, such as

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C. H. Matthiessen, President. S. T. Butler, Vice-President.  
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The Glucose Sugar Refining Company,

FACTORIES:

GENERAL OFFICES:

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The world's largest consumers of Corn. Daily consumption, 100,000 bushels. We are always in the market for corn, and confine our bids to regular grain dealers. Write or wire us when you wish to sell.

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E. R. Ulrich & Sons,  
SHIPPERS OF WESTERN GRAIN,

Especially High Grade White and Yellow Corn,  
Also Mixed and White Oats.

Elevators through Central Illinois on Wabash Ry., Chicago & Alton Ry., C. P. & St. L. Ry., and St. L., C. & St. P. Ry.

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Write for prices delivered.

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MANUFACTURES



Steel Roofing,  
Corrugated Iron,  
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FOR CATALOGUE



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And take contracts either for material alone or job completed. We have done a large amount of this work in the past three years, in fact, we are the largest manufacturers of this material in the Western States. Write us for prices. We can save you money.

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and Sidings.

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Have just opened with the largest and most complete stock of Metal Roofings and Sidings in the West. Write for prices.

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[We will not knowingly publish the advertisement of a bucketshop keeper or irresponsible dealer.]

HENRY HEMMELGARN. Established 1861. PHILIP H. SCHIFFLIN

H. HEMMELGARN & CO.,

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Adjoining Board of Trade. CHICAGO, ILL.

Consignments Solicited. Correspondence Invited.

Members Chicago Board of Trade.

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GRAIN MERCHANTS,

417-418 Rialto Building, CHICAGO.

Consignments Solicited.

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Write, wire or phone us when you want to trade.

If you don't get them ask for our bids, your track.

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GRAIN and  
CLOVER SEED,

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Try us on futures here and elsewhere.  
Spot wheat and clover seed a specialty.  
Special market and crop reports free.

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Handling consignments and filling orders for  
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We sell on Commission and buy direct,

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Storage capacity 8,000 bales, 30,000 bushels.  
Let us know what you have to offer.



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CONSIGNMENTS SOLICITED.

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Will buy on any railroad and can make shipment via any line. Milling wheat a specialty. Write or wire for prices. Will give prompt reply. References: Farmers' National Bank, Greenville Bank Co. Dun or Bradstreet. Correspondence solicited.

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A good firm to consign to.*



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Consignments Solicited.

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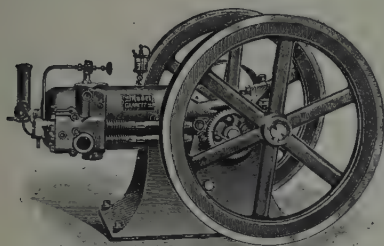
58 Chamber of Commerce,

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Represented in Chicago, Minneapolis, Duluth, Kansas City.



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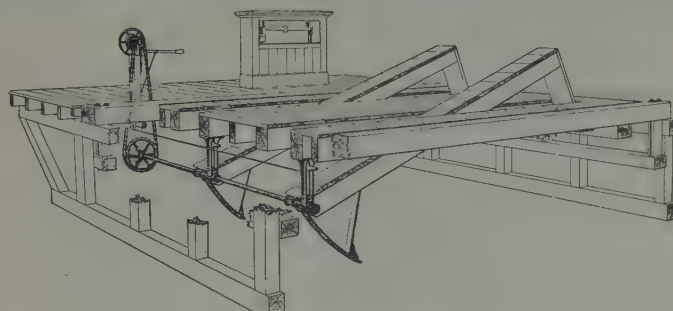
**Simplicity, Durability, Economy, and Reliability.**

It always pays to buy the best, the simplest and the one that costs the least to operate and keep in repair.

Write for catalog and guarantee on fuel.

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# The Evans Wagon Dump



Patented April 12, 1898.

**For ABSOLUTE SAFETY, PERFECT CONTROL, GREAT STRENGTH and DURABILITY**

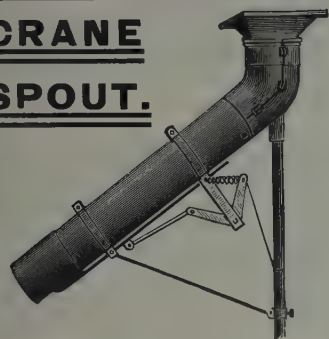
This dump is unequaled. Adopted by the leading elevator builders of the Northwest. Write for price and further information.

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### CRANE SPOUT.



Patented Dec. 19, 1899.

Prevents mixing grain and is under absolute control of operator.

Made of heavy cast iron and No. 12 steel. The steel extension is made so as to be turned when worn and get the wear all around. Will wear longer than any three on the market.

Can be made to suit nearly any location without change of spouting.

Write for circulars and prices.

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Chicago, Milwaukee & St. Paul Ry.

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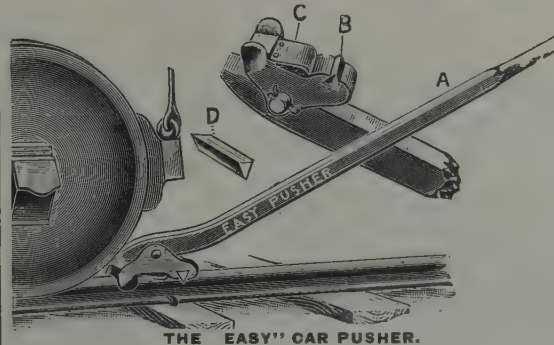
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THROUGH ILLINOIS AND IOWA.

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Van Vleck & Trost, Deers, Ill., write:

"The bar is well named, as it is the best thing for a wet rail we have ever used, and I guess we have tried nearly all the appliances in use."

**CORLISS ENGINES.**

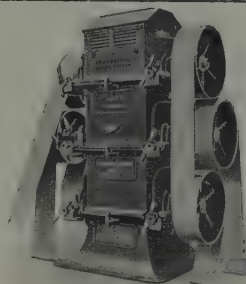
## Acme 4 and 6 Roll Corn and Feed Mills



All sizes, fitted with our new Automatic Shake Feed, steel screen and tandem belt drive. Rolls can be removed from mill through panel doors on sides, or each section can be taken apart separately.

Rolls Reground and Recorruated.

YPSILANTI MACHINE WORKS, Ypsilanti, Mich.



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Save time and hard work and insure accurate results.

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Shows at a glance the cost of bushels and fractional parts of bushels for any amount up to 50,000 bushels. Contains 214 well printed and well bound pages. Sent postpaid on receipt of price, \$1.00.

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From \$2 to \$1 on

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## Shippers' Gazetteer

For 1899--1900.

This Gazetteer contains freight agents' official list of flouring mills, elevators, grain dealers, shippers and commission merchants, located on all the principal railroads in the United States and Canada.

It also contains the grading and inspection rules of leading markets.

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The volume contains over 200 large pages, in a durable cloth binding. Sent postpaid on receipt of \$1.00.

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**Honstain Bros.,**313 THIRD STREET SOUTH,  
MINNEAPOLIS, MINN.,Contractors and  
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Elevators.**Estimates furnished on application for  
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The following are a few among the many  
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Nebraska City & Ill. Ele. Co., Chicago,	2,000,000
Bartlett Frazier Co.,	1,800,000
H. Rogers Co., St. Louis,	1,500,000
F. H. Peavey & Co., Minneapolis,	1,000,000
S. S. Linton & Co., "	650,000
S. S. Linton & Co., "	450,000
Interstate Grain Co., "	500,000
City Elevator Co., "	400,000
Security Grain Co., "	400,000
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400 Country Elevators from 10,000 to	50,000

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**Architects and Builders**

OF ALL KINDS OF

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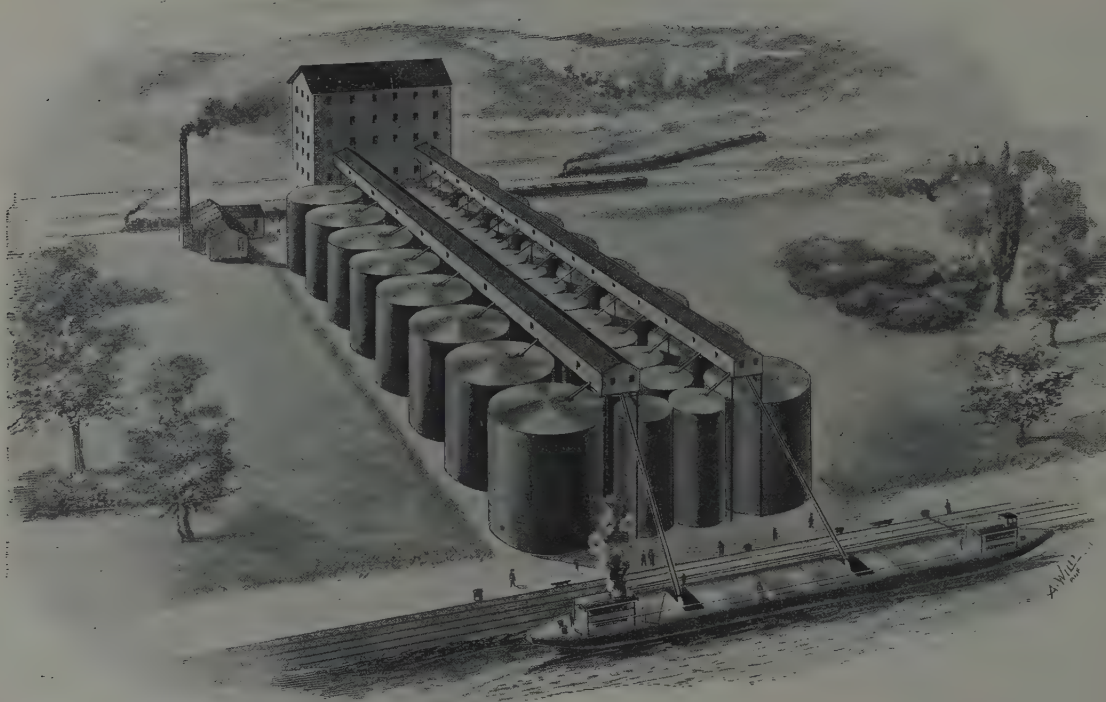
Designers and Builders of Wood and Steel

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of any Capacity.

1454, 1455 and 1456 Monadnock Block,

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CANADIAN PACIFIC RAILWAY CO.'S STEEL ELEVATOR, FORT WILLIAM, CANADA, 1,500,000 BUSHELS.

FIRST IN THE FIELD,  
ALWAYS IN THE LEAD.

WE DESIGN AND BUILD COMPLETE

**FIREPROOF STEEL  
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TO MEET ALL REQUIREMENTS.

INVESTIGATE OUR

**PNEUMATIC CONVEYING  
SYSTEM.**

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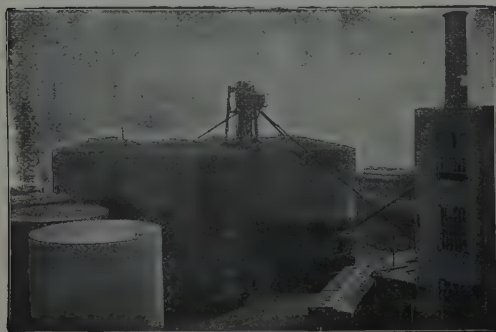
**Steel Storage Tanks**

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**STEEL ELEVATORS.**We Build Storage for Any Commodity  
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SUCCESSORS TO J. T. MOULTON &amp; SON,

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**GRAIN ELEVATOR CONSTRUCTION.**

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**THE BARNETT & RECORD COMPANY**

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Grain Elevators, Mills, Breweries and Malt Houses.

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We also contract to build complete all kinds of heavy structures, such as **Docks, Packing Houses, Public Buildings, Stock Yards, Etc., Etc.**

**A Few Elevators Built by Us.** Bu. capacity.

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Maple Leaf Elevator, Kansas City, Kan.	1,000,000
Burlington Elevator, St. Louis.	1,000,000
Interstate Elevator Co., Minneapolis	1,000,000
Northern Grain Co., Manitowoc, Wis.	500,000
W. W. Cargill, Green Bay, Wis.	500,000
Vigo Elevator, Terre Haute, Ill.	500,000
Belt Line Elevator Co., Superior, Wis.	2,500,000
Superior Terminal El. Co., Superior, Wis.	2,500,000
F. H. Peavey & Co., Minneapolis No. 1.	1,750,000
F. H. Peavey & Co., Minneapolis No. 2.	500,000
Atlantic Elevator Co., Minneapolis	600,000
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THE BARNETT & RECORD CO. has designed and built more than one thousand elevators with capacities varying from 20,000 to 2,500,000 bushels. Also a large number of docks, mills court houses, packing houses, hotels, the Cozad irrigation canal and other like improvements. As a result of this large experience, it has a thorough, first-class organization and equipment, enabling it to submit bids or execute work in the shortest time consistent with thoroughness.

WRITE US FOR ESTIMATES.

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**The C. M. Seckner Engineering Co.,**GENERAL  
CONTRACTORS OF**Grain Elevators,**79-S1 DEARBORN ST.,  
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593 ISLAND AVE., MILWAUKEE, WIS.

**PLANS, SPECIFICATIONS and ESTIMATES**

Furnished on short notice for complete power plants of all descriptions.

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CORRESPONDENCE SOLICITED.

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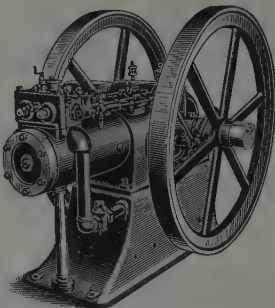
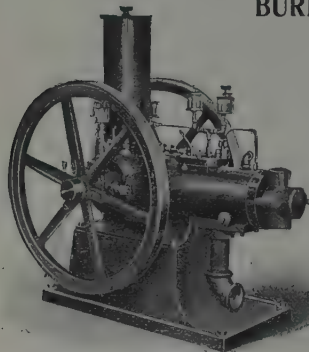
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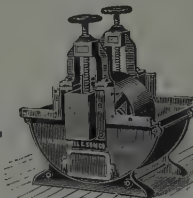
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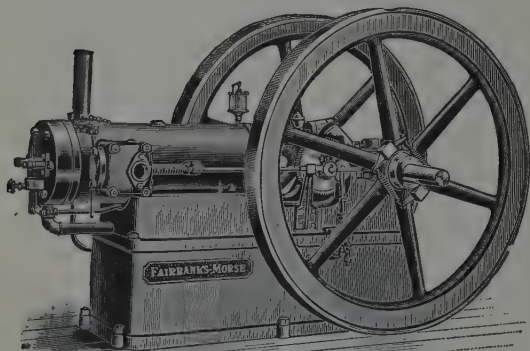
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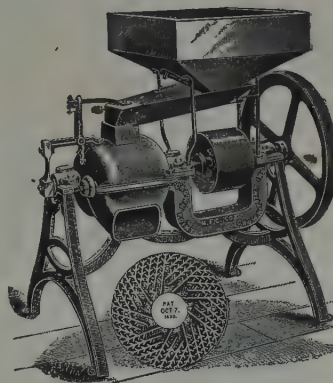
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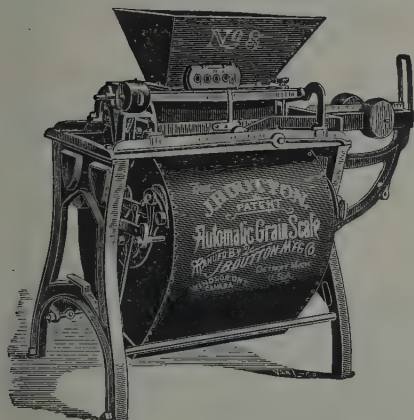
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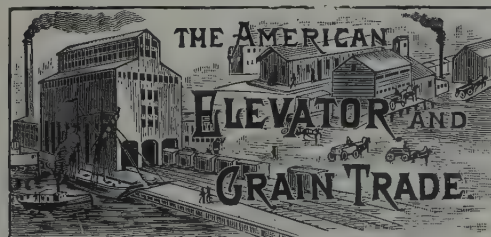
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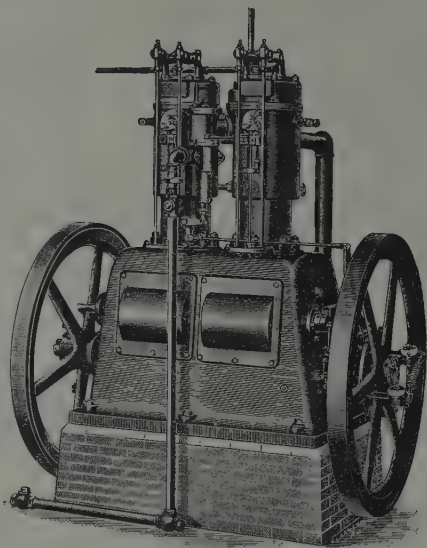
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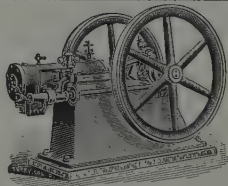
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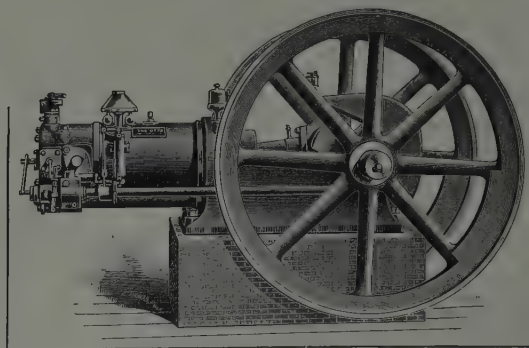
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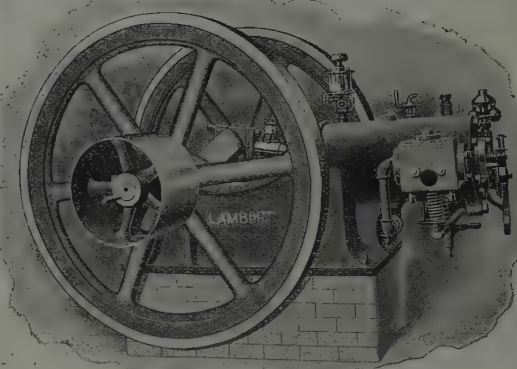
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GAS AND  
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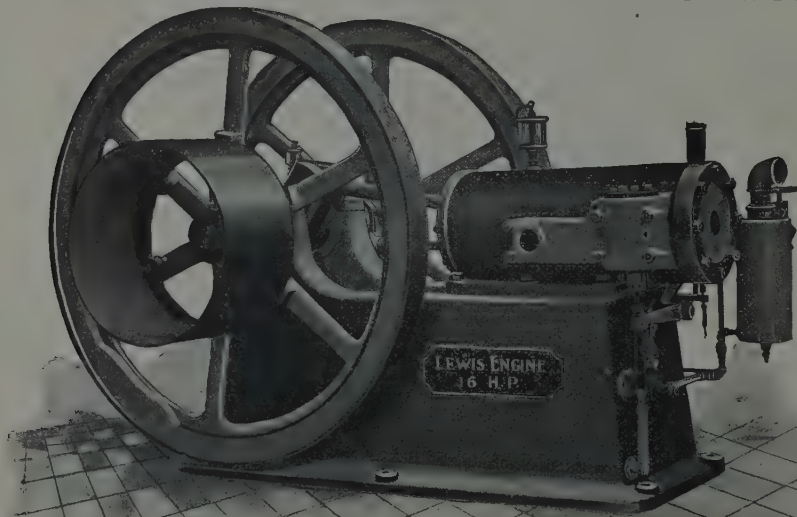
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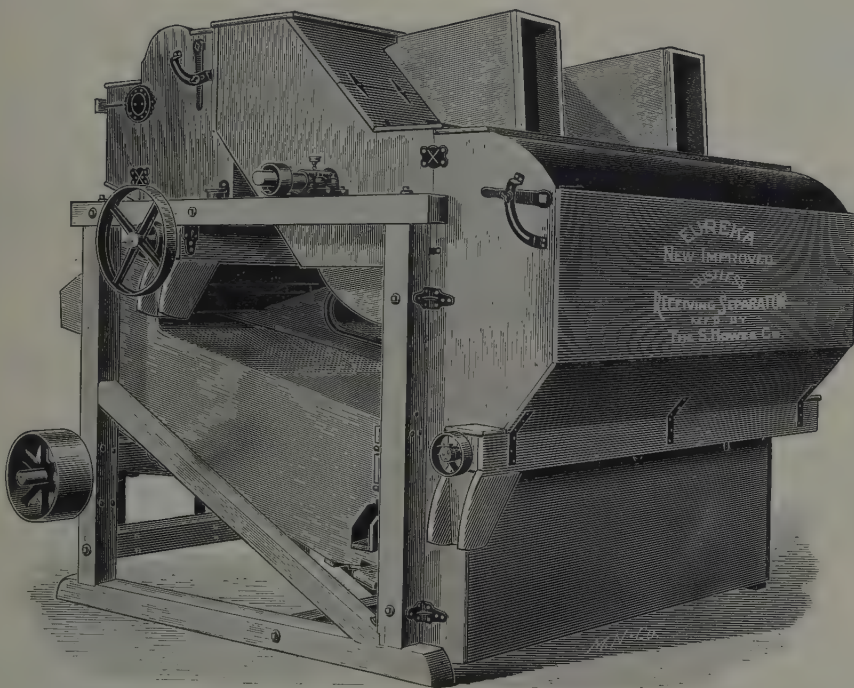
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NEW IMPROVED EUREKA ECCENTRIC COUNTER-BALANCE ELEVATOR SEPARATOR.

Will clean grain better in one operation than other machines will in two or three. It is the most perfect and efficient machine on the market for the purpose of SEPARATING OATS from WHEAT. No grain handler can afford to be without one of these machines.

Will pay for itself in a very short time.

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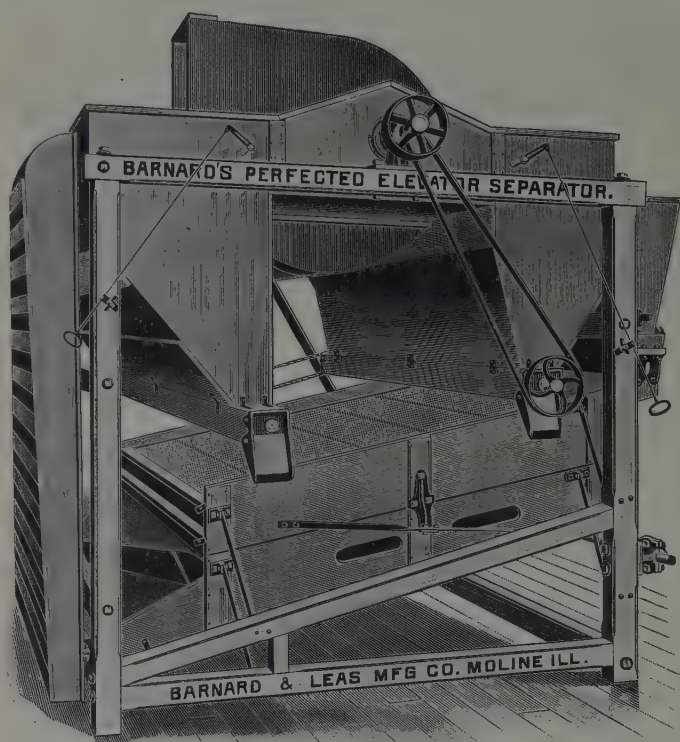
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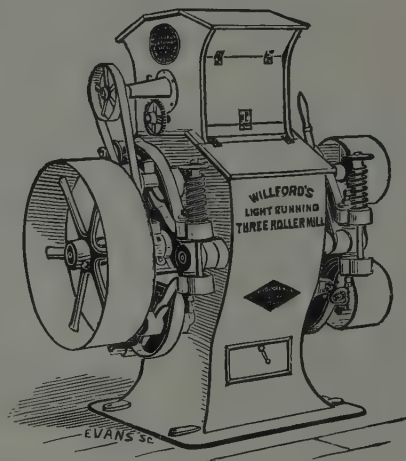
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Utilize your power for custom work. Grind your corn and feed with

### WILLFORD'S THREE-ROLLER MILL.

For great capacity and cool, even, granular grinding it has no superior and but few equals. Has noiseless all-belt drive. Is light running, compact and durable. Is easily adjusted, capable of doing the heaviest work and requires little attention. Frame is cast in one piece and is perfectly rigid. Has a fine automatic feeder which is easily adjusted and feeds a steady, even stream through the rolls.



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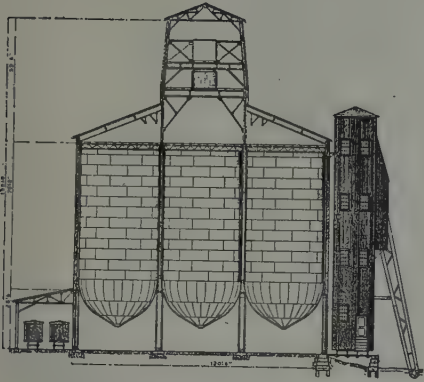
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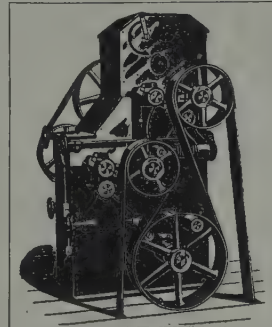
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THAT IS WHAT

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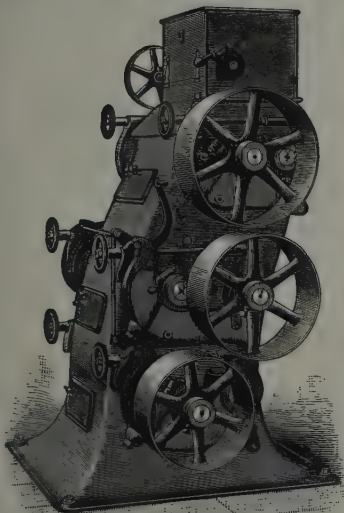
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Convenient adjustments, light running, rigid  
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UTILIZE YOUR POWER  
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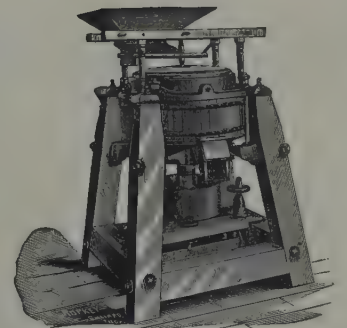
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WE MANUFACTURE  
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ROPE DRIVES, GEARING, CORN SHELLERS and CLEANERS, GRAIN CLEANERS.

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AMERICAN SYSTEM OF ROPE DRIVING  
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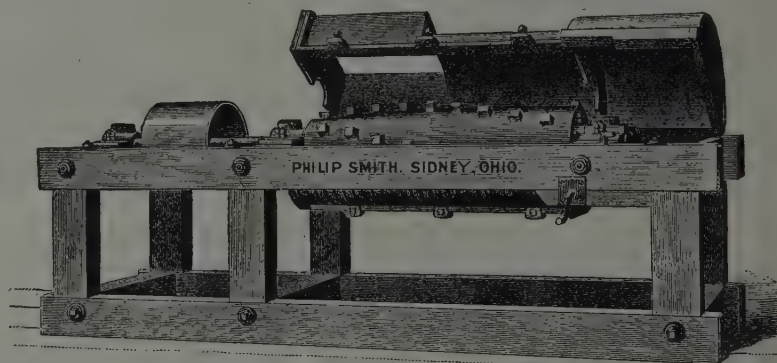
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## SMITH'S AUTOMATIC WAREHOUSE AND ELEVATOR MACHINERY.

Corn Shellers, Separators, Cleaners, Ear Corn Feeders, Dumps, Conveyors, Self-Cleaning Boots and Heads, with Tighteners, Drags.

Also a full line of Elevator Supplies, Belting, Pulleys, Buckets, Boxend Hangers, Shafting, Etc. Everything for a Warehouse or Elevator.



The Miami Valley Corn Sheller.

The simplest in construction of all Shellers. Among the many advantages to be obtained from this machine is that it gets all the corn, and will not plane the grain. Can shell new corn at least thirty days earlier than any other sheller. Requires less power to operate. Has a choke box, adjustable while running. The cylinder is made of chilled iron, cast solid on the shaft, thoroughly balanced. No set screws or keys to bother with. Cylinder made right or left, "as we do not recommend cross belts." All machines have three wide anti-friction bearings. Have stood the test for thirty years.

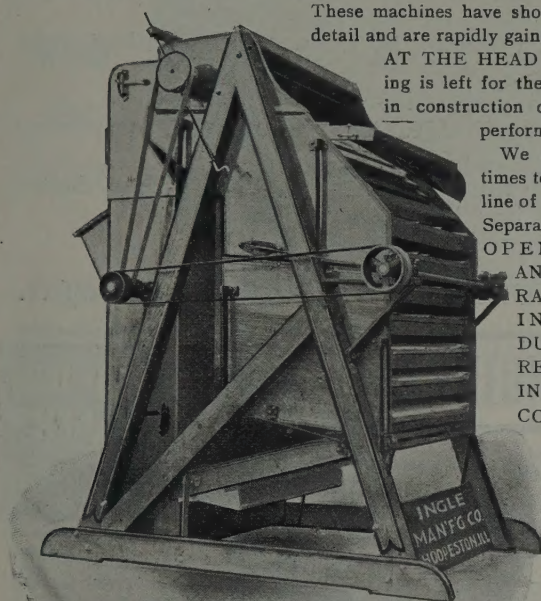
On my latest improved Sheller I guarantee to duplicate any part that proves defective inside of five years from date of purchase. Parties contemplating building or repairing warehouse or elevator will do well to get my prices and description of machinery.

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# THE BIRD SUCCOTASH MILL.

The Only Satisfactory Machine for Separating Wheat from Oats.  
Has More Screen Surface and is Capable of Finer and  
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These machines have shown their worth in every detail and are rapidly gaining their deserved place—  
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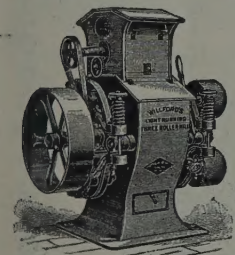
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We guarantee all our machines to do what is claimed for them and to be satisfactory in every respect. Write us for descriptions and circulars, with prices of our different machines.

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SOON PAY FOR THEMSELVES  
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Because they grind the most feed for the power consumed of any feed mill made; are simple, solid and durable and require very little attention.

Send for Circulars and Prices.

WILLFORD MANUFACTURING CO.,  
NO. 303 SOUTH 3rd STREET, MINNEAPOLIS, MINN.

## THE CELEBRATED A. P. DICKEY GIANT GRAIN CLEANERS.

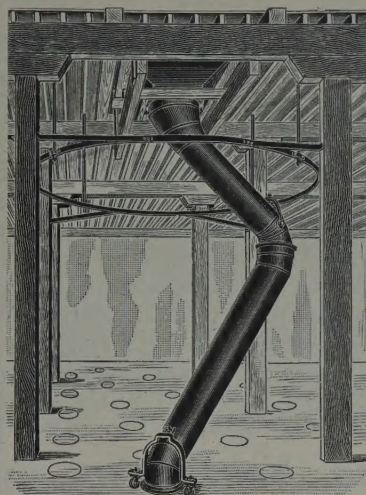
Over-Blast Suction Separator.

THE  
STANDARD  
IN THEIR  
LINE.

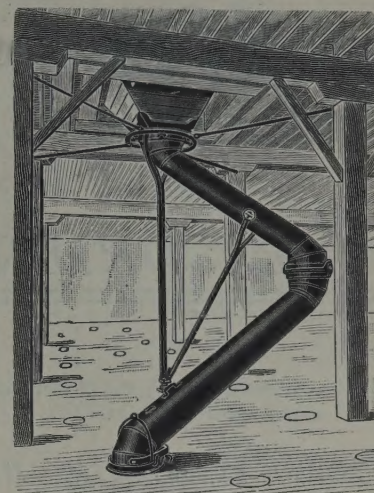
"Grain  
Cleaned  
to a  
Standstill."

Manufactured in any desired size and pattern, with capacities to accommodate the largest Elevator and Flouring Mills, or small Warehouses for hand use. Single and Double, End and Side Shake, and Dustless Separators, both Under and Over Blast.

Address..... DICKEY MFG. CO., RACINE, WIS.



TROLLEY SPOUT.

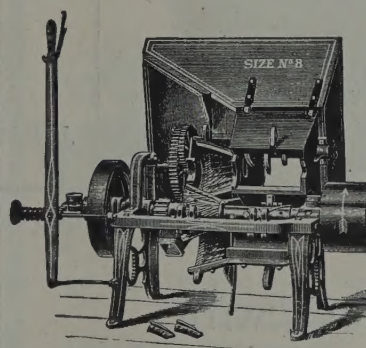


STANDARD SPOUT.

## D. A. ROBINSON'S Universal Distributing Spouts,

755-765 TEMPLE COURT, MINNEAPOLIS, MINN.

## The Best All-Around Feed Mill



Highest Award World's Fair,

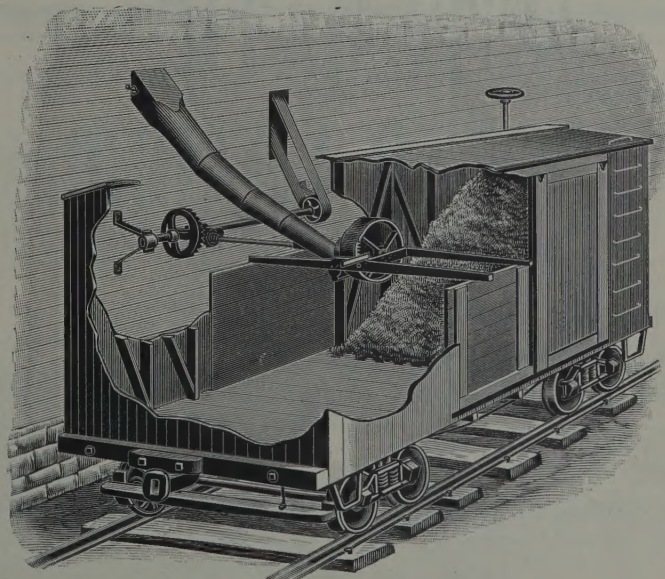
Gold Medal Atlanta. Gold Medal at Omaha.

For crushing ear corn and grinding all kinds of small grain. Different from all other mills. The conical burrs are light running and ahead of rolls or stones in speed and quality of work. Has self-feeder for ear corn and every convenience belonging to a first-class modern feed mill. Sold with or without bagging attachment. Made in seven sizes, ranging from 2 to 25 h. p. Improved for this season.

GET OUR LATEST CIRCULAR.  
IT'S WORTH EXAMINING.

N. P. Bowsher Co., South Bend, Ind.

## THE STERLING CAR LOADER



MANUFACTURED BY

E. H. REYNOLDS, STERLING, ILL.

WRITE FOR PRICES AND FULL PARTICULARS.



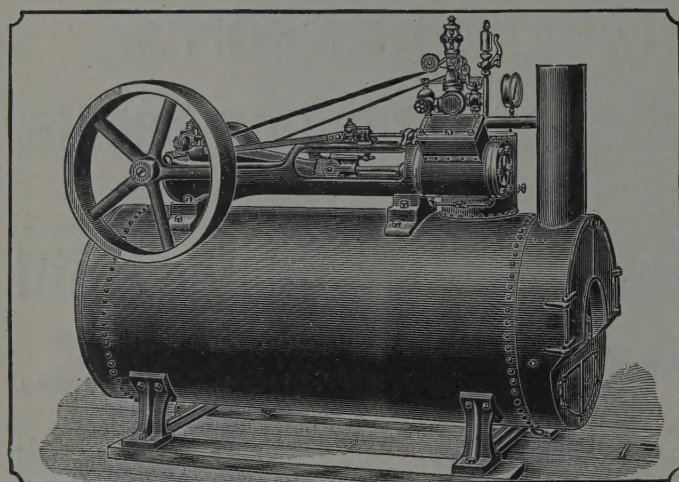
# The...Hess Pneumatic Grain Drier

IS THE  
**ONLY DRIER**

P. S.—No wire netting nor perforated metal used in the HESS.

1. In which the grain is all in sight and "get-at-able" while drying and cooling.
2. In which drying and cooling are simultaneous and continuous.
3. In which the grain may be mixed and stirred while drying without using power, by simply throwing a lever.
4. Which can be emptied and filled in sixty seconds by the watch and without stopping the blower.
5. In which the heat given off by the cooling grain is saved and utilized.
6. In which all parts are removable and interchangeable, a small wrench only being necessary.
7. Which has been officially approved by the Chicago Underwriters' Association and by the Underwriters' Bureau of Fire Protection Engineering.
8. Which is used by the largest grain interests in the world.

**Hess Warming and Ventilating Co., 708 Tacoma Building, Chicago.**



## THE LEFFEL ENGINES

Furnished in a variety of  
Sizes and Styles, afford

### BEST POWER FOR ELEVATORS.

#### BECAUSE—

They do not take "bucking" spells, are thoroughly reliable and can be depended on to furnish steady and strong power when wanted.

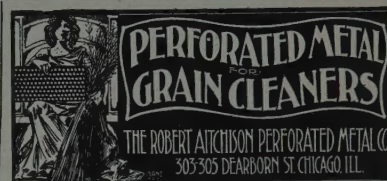
Less trouble and expense to keep in running order.

Economical in running expenses, waste coals furnishing more than enough fuel.

More durable than any other power. Pamphlet with prices and further information desired on application, stating size power wanted.

**JAMES LEFFEL & CO., Springfield, O.**

Box 52.



#### DUST! DUST!



Gibbs' Patent Dust Protector is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust and is the only reliable protector known. Perfect ventilation. Nickel plated Protector \$1, postpaid. Circulars free. Agents wanted.

**Gibbs Respirator Co.,**  
30-36 La Salle Street, - CHICAGO

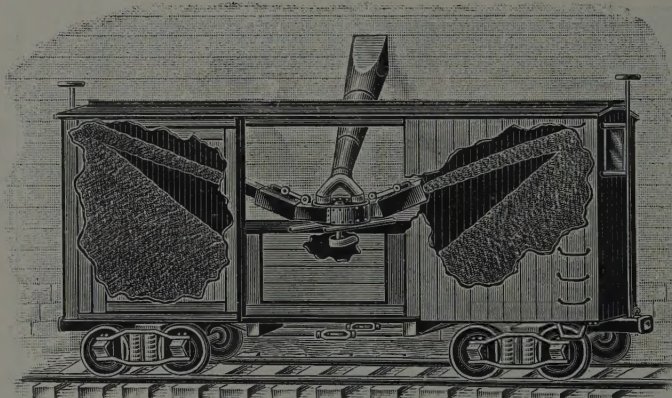
Read the "For Sale" ads. in this paper if you want to buy. Advertise there next month if you have anything to sell.

LOAD YOUR CARS WITH

## THE IDEAL AUTOMATIC CAR LOADER.

The best and most practical machine in the market for loading all small grain. We guarantee it to do its work satisfactorily.

Write for full particulars, prices and terms to



PATENT APPLIED FOR.

### WHAT IT WILL DO:

Loads both ends of car at the same time.

Loads a car in twenty minutes.

Saves you its cost in 60 days. Scours and brightens the grain.

Cools grain that is beginning to heat.

Loads more grain in car than can be done by a man with a scoop.

Owing to its peculiar and novel construction it will not crack the grain.

It is impossible to have a choke-up.

Made of iron and steel, it is durable and easy to handle.

MADE IN TWO SIZES; SPECIAL SIZES MADE TO ORDER.

**IDEAL CAR LOADER CO., SULLIVAN, ILLINOIS.**



# Patent Stretched Elevator Belting.

Write  
For  
Prices.



Will  
Give You  
Prompt  
Attention.

**THE GUTTA PERCHA & RUBBER MFG. CO.,**  
96 and 98 Lake Street, Chicago.

## CORN BELT EAR CORN GRINDER

Grinds Ear Corn and all Small Grain  
Into Good Stock Feed.

It is the only machine that grinds ear corn satisfactorily with light power, such as is usually available in grain elevators.

Guaranteed to grind more ear corn per horse power than any grinder made. Notice construction of grinding parts. Cuts the cob instead of crushing. This saves power and grinds the cob as fine as the corn. Runs at low speed, from 50 to 300 revolutions per minute, according to power. This saves power and does not heat the grain or the boxes.

The parts exposed to wear can be removed and replaced with very little trouble or expense. This is an important feature.

The Corn Belt is a winner and up-to-date in every respect, and you ought to see it grind.

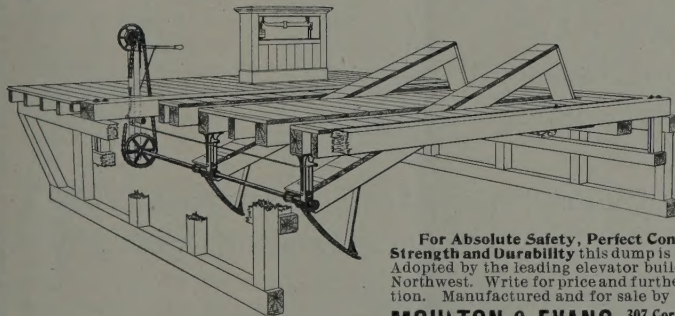
For particulars write to

**SPARTAN MFG. CO.,**  
AURORA, ILL.

Mention the GRAIN TRADE.



## THE EVANS WAGON DUMP.



Patented  
April 12,  
1898.

For Absolute Safety, Perfect Control, Great Strength and Durability this dump is unequalled. Adopted by the leading elevator builders of the Northwest. Write for price and further information. Manufactured and for sale by

**MOULTON & EVANS,** 307 Corn Exchange,  
Minneapolis, Minn.

LINK-BELT MACHINERY CO., CHICAGO, ILL.

### THE OLD WAY.



For NEW and BEST Way  
ADDRESS

**UNION IRON WORKS,**  
DECATUR, ILL.,

Manufacturers of the CELEBRATED

**Western Shellers and Cleaners**

The "Best in the World."

Elevator Supplies of All Kinds a  
Specialty.

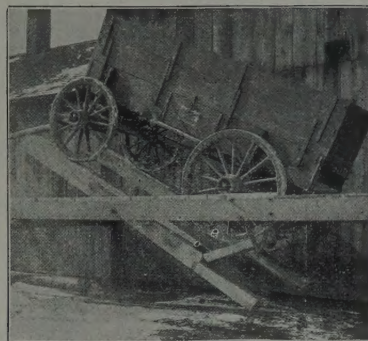
We are the Pioneer Elevator Builders of the West, and claim priority in the building of Cheap Elevators with Increased Conveniences. Don't BUILD until you get our Plans and Prices.

Write for Catalogue.

# The Adjustable Elevator Dump.

GUARANTEED

THE BEST ON THE MARKET.



LOW-WHEEL WAGON ON DUMP.

When you want a dump that is guaranteed to do all that is claimed in the foregoing, and which is giving entire satisfaction to all concerned wherever used, write us for descriptive circular, testimonials, guarantee and price list.

WE claim superiority over all others in giving all wagons the proper pitch, in letting them down easy and drawing them from the dump with less power. They occupy less space, are simpler in construction, more durable, easier to attach and require less attention than any other dump. To responsible firms the attachment will be sent on 30 days' trial.

PARIS, ILL., NOV. 29, 1899.

MESSRS. SIMS BROS., City.

Gentlemen:—We have one of your Wagon Dumps in operation at our elevator and are much pleased with it. We believe it is just what all elevators, and all who want the best dump on the market, are in need of. We heartily recommend it as easy to operate, easy on the wagon and just what the farmers will like.

Yours truly,

AUGUSTUS, RUDY & CO.

**SIMS BROS.,** MANUFACTURERS AND PATENTEES, **PARIS, ILL.**

DAMP WHEAT can be PUT in CONDITION for  
GRINDING or STORAGE

By using our

**STEAM  
DRYER,**

Which is also a successful  
Wheat Heater or Temperer  
or Dryer for Washed  
Wheat or Bran.

It leaves the Wheat in Perfect Condition for the Rolls. Will also dry  
Malster's, Brewer's and Distiller's Wet Grain.

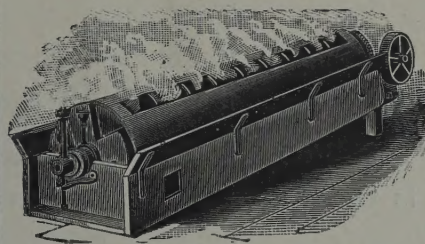
Not an Experiment. In successful use 25 years drying

CORN MEAL AND HOMINY,  
BREWERS' GRITS AND MEAL,  
BUCKWHEAT, RICE AND  
ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE AND CLAY AND ORE OF ALL KINDS!

Automatic in operation, requiring no attention. Double  
the capacity of any other Dryer sold for same price.

**THE CUTLER CO.,** North Wilbraham, Mass.

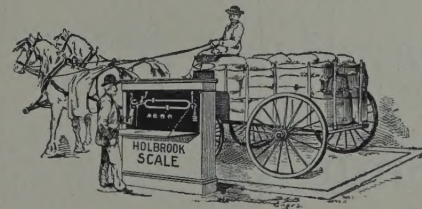


## Grain Elevator Machinery and Supplies.

Wagon, Hopper, Portable and  
Dump Scales.

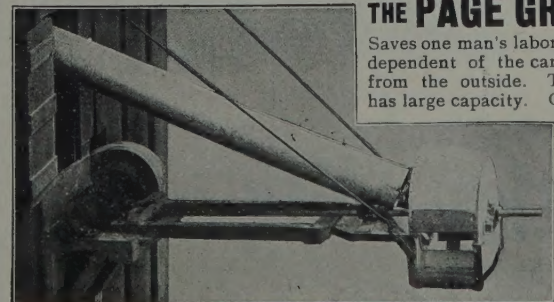
Gas and Gasoline Engines of all sizes.  
Carry full stocks and can furnish you  
complete elevator equipment on short  
notice.

**C. D. Holbrook & Co.,**  
305-307 Third St. S. Minneapolis, Minn.



## THE PAGE GRAIN LOADER

Saves one man's labor in loading cars. Is independent of the car and controlled entirely from the outside. Takes little power and has large capacity. Gives satisfaction wherever used. We guarantee it and send it on 30 days' trial. Write for price and particulars.



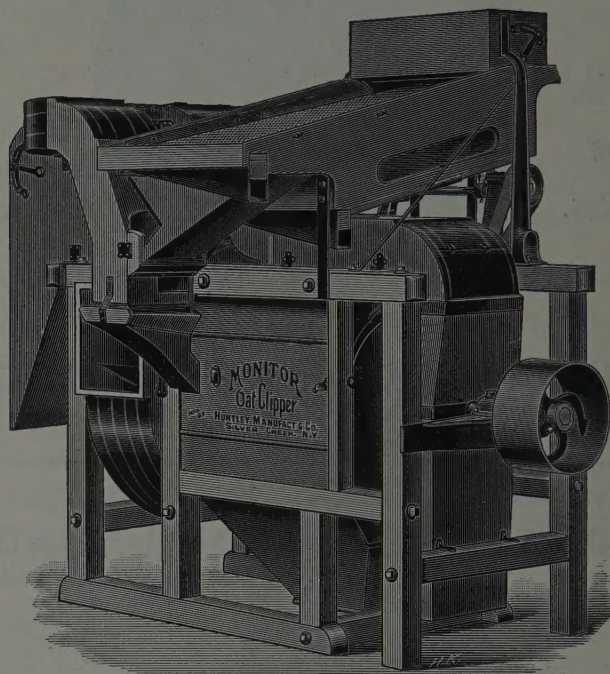
**WALTERS BROS.,**

75 Board of Trade,  
CHICAGO.



OF A HIGH GRADE OF EXCELLENCE ARE THE

# Monitor Oat Clippers.



STANDARD THE WORLD OVER.

No competition conceded, when superior construction, durability, close and economical work, and advanced mechanical ideas are considered.

**The difference between other good clippers and the Monitors is the difference between good and best.**

It is fair presumptive evidence as to the superiority of the Monitors when it can be legitimately stated that 95 per cent of all the prominent elevators are using them.

**Monitors clip to maximum of weight, with minimum of shrinkage.**

We cover the ground, when we state that the Monitor Oat Clippers are modern in every detail, built for, and offered to modern elevator operators.

## Monitor Grain Cleaners

Are so well and favorably known that comment is unnecessary. Sufficient to say: They clean grain well, clean it economically—clean it to any desired point. . . . .

## Monitor Smutters

Are conceded by experts in the line to be the only high grade machine for elevator work. . . . .

WRITE US FOR PARTICULARS. MAKE YOUR WANTS KNOWN, AND WE WILL  
SERVE YOU TO THE BEST OF OUR ABILITY.

# Huntley Mfg. Co., Silver Creek, N. Y.